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TRADING WITH COLOMBIA

TRADE COMMISSIONER J. CORMACK

[Subjoined is the first of a series of reports by Mr. Cormack, based on a recent investigation of that market.]

Havana, November 20, 1927.—The Republic of Colombia is the only country in South America which has a coastline on both the Pacific and the Atlantic Oceans, and it possesses every variety of climate. It is bounded by Panama and the Pacific Ocean on the west, by the Caribbean Sea on the north, by Venezuela and Brazil on the east, and by Peru and Ecuador on the south, and has an area of about 500,000 square miles. The population is roughly 7,000,000, or about six persons per square kilometre. The population consists almost entirely of native elements—white, Indian, half-breed and negro. The white race, either pure or mixed with other races, predominates, the pure Indian amounting to 7 per cent and the pure negro to 5 per cent. The population is densest on the cool plateaux, in the valleys with an equable climate, and on some parts of the coast. Bogota, the capital, has a population of over 200,000 inhabitants; Medellin, 100,000; Barranquilla, 70,000; Cartagena, Manizales, and Cali, 50,000 each; and there are a few other cities with over 30,000. Cartagena is distant from New York about 1,900 sea miles, and is less than forty hours' steaming from Kingston, Jamaica, which is the nearest port of call of any regular steamship lines at present from the east coast of the Dominion. From British Columbia, however, two steamship lines pass through the Panama Canal. Cartagena is 265 miles from Colon by sea.

TOPOGRAPHY

Colombia is divided topographically into three main divisions, cut by three ranges of the Andes. There are the coast regions both Atlantic and Pacific, the vast mountainous interior containing the capital, and the low-lying eastern and southeastern territory of open grassy plains and dense tropical forest. In turn, these three sectors divide readily into nine separate and distinct commercial districts differing in climate, racial characteristics, and economic problems, and are represented by the following nine cities: Barranquilla, Cartagena, and Santa Marta on the Caribbean; Medellin, Bogota, Cucuta, Bucaramanga, and Manizales in the interior; and Cali near the Pacific side. The two well-known seaports of Puerto Colombia and Buenaventura are mere ports of entry and, apart from that, of no importance commercially.

NOTES ON THE MORE IMPORTANT COMMERCIAL DISTRICTS

Barranquilla.—This city, situated near the mouth of the Magdalena River, the great artery of commerce in Colombia, and seventeen miles from the ocean port of Puerto Colombia, which is connected to it by railway, is so favourably situated as to command about two-thirds of the imports and three-quarters of the exports of the country. At the present time about \$2,000,000 is being expended in diverting the sandbar which prevents shipping from entering the river and going direct to Barranquilla, and it is intended to spend an additional sum of roughly \$4,000,000 on the erection of jetties and wharves, and new customs and storage houses. A new sewage and water system is being installed, and it is proposed to pave the streets, which are now in very bad condition. For the next five years therefore there should be a good demand for construction hardware. There is no street railway system, but a municipal motor bus service connects with the suburbs. The business element comprises Syrians, Colombians, Germans and Italians, and a few Americans. The majority of the lower-class people are negroes. Quality goods are not saleable. The demand for staple foodstuffs is largely supplied locally. Cotton textile mills, breweries, cigarette and carbonated water factories, flour and saw mills and tanneries, and a cement plant, are the chief manufacturing industries.

Cartagena.—This ancient seaport is a little over 60 miles southwest of Barranquilla, has a population of over 50,000, and is the entrepôt for the fertile plain which lies behind it and to the borders of Panama. It is connected with the Magdalena River by a railway, by a motor road in dry weather, and by a natural canal in wet, which join the river at Calamar. The oil, platinum, gold, tobacco, cotton, coffee, timber, rice, and cocoanuts of the hinterland all serve to make Cartagena increasingly important. The population is mostly negro. Heat, fevers, and tropical anæmia combine to make labour difficult and costly. Merchants, however, are optimistic about the port's future. The harbour is landlocked. An English company operates the piers, wharves, storage, and general port facilities. The city has factories similar to those mentioned in Barranquilla, and in addition a large sugar refinery and new confectionery and wire and wire nail factories. The last-named turns out about 25 tons of nails per month made from raw material imported from Germany.

Medellin.—This is the capital city of the large and productive Department of Antioquia, which has 3,000,000 inhabitants, who are regarded as the most practical, thrifty, and progressive in the Republic. As the name Antioquia would seem to indicate, they are reputed to be descendants of Spanish Jews who are supposed to have settled there in Colonial times and preserved their race from much intermixture with local Indians or the negroes of the coast region. The climate of the department is bracing on account of its elevation (3,000 feet and over) and the health conditions are excellent. Three ambitious public projects have been inaugurated, which when completed should consider-



ably increase the distributing and loading influence of the Medellin district. One is a roadway running to the Gulf of Uraha, another the tunnelling of the La Quiebra mountain which obstructs the railway running between Medellin and Puerto Berrio on the Magdalena River; and the third is a railway to the navigable Upper Cauca River, which can give Medellin access to the Pacific Ocean through Cali. There is considerable manufacturing: iron castings, tilling implements, fibre coffee bags and twine, produce mills, and a host of other smaller manufactures thrive under the protection afforded by the tariff and high transportation costs. Nevertheless the local population is strong in purchasing power, and there is a certain market in quality goods and domestic conveniences, so that the district is of considerable importance to exporters.

Bogota.—The capital city of Bogota is located in the central part of the country, 9,000 feet above sea level. The climate, especially in the evenings, is cold. The people are well dressed, the stores up-to-date, and many of the buildings quite imposing. When the river is left at Giradot and entrainment is made for Bogota, rising lands whose appearance and crops are quite unlike what might be expected at the equator are traversed. Wheat, potatoes, and fruits and vegetables of northern latitudes appear to thrive. The climate has a marked effect on imports, making saleable such articles as overcoats, woollen goods, rubbers, and furs, and providing plentiful domestic supplies of fresh milk, butter, eggs, cheese, hams, beef and the like. The city has attracted many of the wealthier Colombians, who, having made money in other parts, settle down in Bogota, frequently opening small notion stores, which require little experience or knowledge in operation. The population is largely pure white or whites with some Indian blood. There is an almost entire absence of the negro element. It is, as has been stated, the seat of Government, and in order to obtain results in tendering for public works and other contracts it is necessary to have someone on the spot able to treat with the responsible authorities and in other ways to advance the interests of the tenderers. The Government departments will not even acknowledge receipt of communications soliciting business or samples sent by post. As the projected public works are so extensive, and in view of the now contemplated Government loan of \$100,000,000, the following Colombian loans issued in New York during the last three years and to the beginning of this year, aggregating \$82,000,000, may be quoted:—

8 %	City of Medellin, 1924	\$ 3,000,000
8 %	City of Bogotá, 1924	6,000,000
8 %	City of Barranquilla, 1925	500,000
7 %	Department of Antioquia, 1925	3,000,000
7 %	Department of Antioquia, 1926	6,000,000
7 %	Department of Antioquia, 1926	3,000,000
7½ %	Department of Caldas, 1926	6,000,000
7½ %	Department of Caldas, 1926	4,000,000
7 %	Mortgage Agricultural Bank, 1926	3,000,000
7 %	Mortgage Agricultural Bank, 1926	3,000,000
7½ %	Department of El Valle, 1926	2,500,000
7 %	Mortgage Bank of Colombia, 1926	6,000,000
7 %	City of Medellin, 1927	3,000,000
	†Credit granted to National Government at end of December for railway, port, and other public works..	10,000,000
7 %	Cundinamarca	6,000,000
7½ %	Department of El Valle	3,500,000
7 %	Department of Antioquia	8,000,000
8 %	City of Bogotá	4,000,000
8 %	City of Barranquilla	1,500,000

Several additional departmental and municipal loans are projected.

COMMUNICATIONS AND TRANSPORT

The Magdalena River.—The Magdalena River—or “the River” as it is more commonly known—is the main artery of Colombian commerce. It rises in the Andes, passes north through more than three-fourths of the central part of Colombia, is navigable for nearly 1,000 miles, but is divided into three

distinct sections. The first or Huila section is very shallow; the second or upper river (from Giradot to Beltran) is separated from the third or Lower River by impassable rapids and joined by an extension railway; while the lower (from La Dorado to the Coast, over 600 miles) is wider and has a navigable channel which may alter its course overnight, and to miss which means grounding on the sands for a weary wait till rain floats the boat off again, or till the channel sifts back. There are about a hundred locally built stern-paddle river boats plying on it, carrying both freight and passengers, and taking from nine days to nine months for the single upward journey. They draw about $3\frac{1}{2}$ feet when loaded to capacity—i.e., carrying about 80 tons. At Barranquilla the river is about 60 feet deep, but at its mouth eight miles farther on it is about six feet deep on account of a large sandbar which accumulates there. An American company is at present working on a big engineering scheme whereby two long piers will (with the four-and-a-half-mile current of the river) carry the sand beyond the edge of a deep sea ledge where it is hoped it will deposit itself without interruption to ocean-going ships. In the meantime when the river goes dry, as it did for six months last year, the freight congestion at Puerto Colombia and all along the river is very great, ships having to wait nearly a week for berthing accommodation at the pier, and goods taking nearly a year to reach Bogota. This is one of the reasons why the interior merchants require long credits; they have to pay out the heavy customs duties in cash at the ports and often cannot recoup themselves for many months, and there is a risk that their goods may not arrive in saleable condition at their ultimate destination.

RAILWAYS

The railways of Colombia have in the past been largely built, financed and operated in easy and profitable places by English companies, under concession contracts. Since the war, however, the Government have been borrowing money and constructing national lines, and there is a disposition to expropriate private railways or not to renew expiring concessions. Private owners are accordingly spending the minimum on upkeep and are making no improvements. There are seventeen separate railways in Colombia, but as a Bogota banker pointed out, "they all run nowhere", the placating of competing communities and interests rather than a bold and consistent economic policy for the country as a whole having frequently dictated construction. In the past five years roughly \$80,000,000 have been spent on railways in the Republic; there are 4,000 kilometres of national railways and 300 kilometres of privately owned. Instead of building from the coast and letting the railways do their own constructional haulage, the materials are carried expensively inland, building radiating outwards.

ROADS

Colombia is badly off for good roads, these extending to only about 1,500 kilometres suitable to motor vehicles. They are costly to build owing to the nature and extent of the country to be served. In 1926 over 150 miles of motor roads were built, and there are under construction one from Bogota to Velez and one of 200 miles from Medellin to Ureba on the Atlantic coast, which will greatly facilitate traffic when completed. There are 12,000 motor vehicles registered in Colombia.

AVIATION

A great convenience to travellers is to be found in the existence of good hydroplane services between Barranquilla and Giradot, and Baranquilla and Cartagena. The former journey occupies about eight hours and cuts out the dreaded river trip to Bogota and Medellin, while the latter facilitates connections by sea and by land when the road is impassable on account of rains. The former trip

costs \$200 inland, and on account of river competition on the easier return journey \$125 additional if a return ticket is taken. The latter trip occupies about an hour, returns the same day, and costs \$45. Baggage is free up to 20 pounds, but in excess of that costs at the rate of \$5 per kilogramme, and it is usually forwarded separately by river boat. Personal weight also if over 80 kilogrammes, is paid for as excess. A German company owns the hydroplanes, and they are efficiently and carefully operated by German pilots.

POSTAL AND TELEGRAPHIC SERVICE

These services are government operated, but mule transport, short railways, bad roads and fickle rivers all tend to make deliveries unreliable and uncertain. Letters should always be registered, and, if at all urgent, should be sent by "correos aereos" inland. Special stamps for this excellent service cost 15 cents extra for each half ounce and should be obtained in advance from agents of exporters. (The British Post Office authorities have made arrangements to sell these in London.) The telegraphic service is slow and rates vary according to speed in delivery. The air mail service is said usually to beat the telegraph. Long distance telephone services make use of the telegraph lines. There are several wireless stations at the larger cities in the Republic, the one near Bogota being the most powerful in South America, while at Cartagena and at Buenaventura there is a submarine cable station connecting the Republic with foreign countries. An aerial cable between Manizales and Mariquita, near the river Magdalena, is operated by an English company and provides an excellent goods service. The National Government is also constructing an aerial cable between Cucuta and the Magdalena, to enable goods to be transported more easily and quickly between the river and the rich district of Santander del Norte. The Department of Caldas is constructing an aerial ropeway between Manizales and Riosucio, and also a line between Manizales and Choco. This Department raised two loans in New York, one of \$4,000,000 and the other of \$6,000,000, for these works and a railway. The Department of Antioquia will shortly be constructing a ropeway to connect Medellin with the Pacific ocean. The chief engineer of the National Government Ropeway Department is a well-known British expert. The engineers in charge of the departmental ropeways mentioned above are also British.

REDUCED CHARGES FOR ELECTRICAL POWER IN THE LONDON DISTRICT

TRADE COMMISSIONER HARRISON WATSON

London, December 16, 1927.—A noticeable feature of the writer's recent tour through Canada was the interest displayed in the possibilities of export trade to the United Kingdom by Canadian manufacturers of ranges, stoves, refrigerators, and toilet and other accessories relating to which electricity is the power employed.

It will be known that the use of electricity for power purposes in the United Kingdom has so far been very limited in comparison with Canada, the United States, and other countries where cheap power is available. Indeed, the consumption of electricity has been almost confined to lighting.

As this position has obviously restricted the demand for the various appliances referred to above, the substantial reduction in prices just announced by practically all the electrical power suppliers in the London district will be of direct interest to Canadian manufacturers. The new rates show some variation, but in some cases amount to a decrease of as much as 4 cents a unit.

The following new tariff issued by one of the principal London companies which supply electricity to a large residential and retail district can be regarded as typical of the general situation:—

Lighting—	Per unit
For the first 4,000 units consumed in any one year.....	9 cents
For all current consumed in excess of the first 4,000 units.....	8 cents
Heating and Power—	
If taken through a separate meter.....	2 cents
Cooking—	
If taken through a separate meter.....	1 cent
Water Heating at off-peak periods—	
If taken through the cooking or a separate meter.....	1 cent
The above rates are subject to a minimum charge of \$1.21 for each of the two summer quarters and \$2.43 for each of the winter quarters.	
Late Shop Window Lighting—	Per unit
After 6 p.m. (particulars on application).....	4 cents

Although this action should gradually achieve the object in view—i.e. the increased use of electricity for power purposes—Canadian manufacturers must bear in mind that they will have to meet very keen competition in this market, and that influential residential representation is an absolute necessity.

It appears probable that, as in the case of the gas industry, the electrical power companies will be the chief suppliers of heating appliances to the householder. For many years past, the principal gas companies have maintained their own showrooms in the leading cities, and, moreover, most actively canvassed the individual user.

Several of the electricity companies already possess their showrooms and there is every indication that this movement will develop.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, November 30, 1927.—Banking authorities consulted advise that the financial position at the moment is very stringent in spite of the recent distribution by the British Australian Wool Realization Association of funds of over £4,000,000 in finalizing its accounts covering controlled wool sales in war years. The principal influence on the monetary situation is undoubtedly the huge conversion loan of £36,000,000 at present being offered to the public by the Commonwealth Government. The outstanding feature of this loan is that it gives effect to the Government's policy of extinguishing the last of the tax-free issues made for meeting war expenditure. The restriction in bank advances to traders and others is having a very retarding effect on manufacturing industries and business generally, and unemployment continues to grow from week to week, despite Government efforts to find remunerative work for married men with families. This unemployment problem is causing anxiety in practically every State and is emphasized by the small wheat harvest now being garnered throughout the country. Of the wheat-producing States—Victoria, New South Wales, South Australia, and Western Australia—the latter alone is expected to have a large yield. It is reliably estimated that the total exportable surplus of wheat for the whole of Australia this season will not exceed 1,300,000 tons as against 3,000,000 tons for last season.

There is therefore much less work available in rural districts than is usual at this time of the year, which, together with the reduced financial returns to farmers, is considerably restricting expenditure in many directions. The indications are that there are dull times ahead of Australia for some time to come.

Despite the lessening purchasing power of the community, imports continue to be received in large volume. For the month of September they were valued

at £13,597,636 as against £13,515,579 for September, 1926. For the three months' period—July to September—the value was £41,821,762 as compared with £41,522,990 for the corresponding months of 1926. The exports for the same period were only £28,336,453 (including £2,458,317 gold bullion and specie), thus disclosing a debit trading balance of £13,485,309. These recurring debit overseas trading balances, together with the Government's policy of encouraging the development of secondary industries of the country, have influenced the recent imposition of the higher customs duties on iron and steel products, timber, etc., to which reference is made in other pages of this *Journal*.

The decision to dispose of the Commonwealth Government line of steamers, for which legislative authority has been granted by Parliament, has been received with approval by all sections of the community with the exception of labour interests, whose representatives in Parliament strenuously opposed the proposal. The line has been worked at a considerable loss for some years. In a statement by the Prime Minister the estimated total working loss on the steamers during the half-year ended September 30, 1927, was £243,780, as compared with £130,898 for the whole of the previous year. The capital value of the fleet, plant, machinery, stock, etc., less depreciation, was set down in the last balance sheet at £3,380,577. It has been officially announced that the line will be sold by public tender, and it is understood that offers will only be considered when made from within the Empire.

A very serious disturbance in Australian shipping circles has recently arisen which may be fraught with dire consequences to the domestic and overseas trade of the country. The dispute originated a few days ago in the refusal of the members of the powerful Waterside Workers' Federation to work overtime until certain minor grievances were redressed. This decision to cease work at 5 p.m. and not resume until next morning the shipowners contended would render it impossible for the work of loading and unloading to proceed with the necessary despatch to avoid congestion on the wharves and would involve the vessels in heavy financial loss. As the workers are governed by Arbitration Court awards, the representatives of Australian and overseas shipowners recently met at a conference to discuss the position and issued an ultimatum to the effect that complete observance of all terms and conditions prescribed by existing awards and agreements would be required of members of the Federation and that work would be offered only in accordance with such conditions. The ultimatum expired this morning, and as the men as a whole have not accepted the prescribed conditions there appears to be no alternative but to create free labour bureaux, or to lay up all ships until the dispute can be settled by Government or other intervention. Many vessels are already affected, including mail steamers to the United Kingdom, which have been delayed beyond their sailing schedules. At the closing of the mail the issue is still in doubt, but a more hopeful feeling prevails that a calamitous industrial upheaval will be averted by the men agreeing to resume overtime work pending an early settlement of the dispute by arbitration or other means.

[The dispute above referred to terminated on December 6.]

AUSTRALIAN WHEAT AND FLOUR

Wheat.—Owing to the greatly reduced yield this season, little or no trade has been done of late in old season's wheat, and up to the present sales of new wheat have been very light. During next month, however, a stronger demand may be expected as, owing to the small surplus which will be available for export, overseas buyers who favour Australian wheat will probably be anxious to secure supplies early. To-day's price for new wheat on the basis of f.o.b. steamer at ocean port is 5s. 6½d. (\$1.35) per bushel of 60 pounds, with prices a shade higher for old wheat in Victoria and South Australia owing to the poor harvest in those States.

Flour.—The export trade in flour continues to be very quiet, the only demand being from Eastern buyers. The United Kingdom and Egypt are able to purchase their supplies elsewhere at lower prices than those prevailing here, and this position is likely to be unaltered for some time.

Australian flour is at present quoted, per ton of 2,000 pounds, f.o.b. steamer, as follows:—

Packed in sacks of 140 to 150 pounds gross	£11.11.3	(\$56.27)
Packed in bags of 98 to 101 pounds gross	£11.16.3	(\$57.49)
Packed in calico bags of 49 pounds gross	£12. 6.3	(\$59.92)

Freight Rates.—Prevailing rates to the United Kingdom and South Africa are 32s. 6d. (\$7.91) per ton of 2,240 pounds on wheat and 35s. (\$8.52) per ton on flour, while to Egypt the rates are 35s. (\$8.52) and 37s. 6d. (\$9.12) respectively. These rates are subject to increases of 2s. 6d. (61 cents) per ton for shipment after the middle of December and during January.

NOTES ON NEW ZEALAND'S DAIRY INDUSTRY

IV

Factory Production

Auckland, November 28, 1927.—The latest official statistics concerning the number, production, and operation of dairy factories in New Zealand are those of the year ended March 31, 1926. Some development has taken place within the industry since that period, but as no accurate measure of any such growth is available, the data in hand may be taken as representative of the situation at the present time.

NUMBER OF DAIRY FACTORIES

The number of plants equipped to manufacture butter, cheese, and condensed milk and in operation at March 31, 1926, was 518. Of this number, 117 were in the Auckland province, 117 in Taranika, 94 in Wellington, 64 in Southland, and smaller numbers in the remaining districts which are less outstanding as centres of dairy production. Of the same total, 25 plants were operated by individual owners, 4 by partnerships, 7 by public companies, 26 by private companies, and no less than 456 under co-operative or miscellaneous types of ownership. Included in the total number of dairy factories were 194 plants occupied entirely in the production of cheese, and of these no less than 173 were co-operatively-owned units. There were also 140 butter factories, of which 108 were co-operatively owned, and 177 factories equipped for both butter and cheese making, of which number 175 were operated as co-operative undertakings. Seven other plants were engaged in the manufacture of condensed or prepared milk products other than butter and cheese.

Two important characteristics of the industry are illustrated by these data—the predominance of the North Island as the Dominion's dairying area and the remarkable degree to which the dairying community has followed co-operative principles in the ownership and operation of its manufacturing plants. Dairy factories in the North Island make up 69 per cent of the total number, while those operated under co-operative ownership constitute 88 per cent of the whole.

EMPLOYEES AND SALARIES AND WAGES

Employees in dairy factories on March 31, 1926, numbered 4,140; this number comprising 3,938 male workers and 202 females. Managers and office employees numbered 1,368, while wage-earners made up the balance of 2,772. Total salaries and wages amounted to £888,382, this amount including salaries of £338,964 and wages totalling £549,418. The average salary thus amounted

to £248 and the average annual wage to £198. The average salary paid to male employees was £265 and that to females £114, while the average wage of male workers was £199 and that of females £104 for the year.

Factories equipped to manufacture both butter and cheese employed 1,742 of the total number of persons engaged; butter factories employed 1,364 persons, cheese factories 790, and miscellaneous plants 244. The average number of employees per establishment among the dual factories was thus 9.8, that for butter factories 9.7, that for cheese factories 4.1, and that for miscellaneous plants 35, the size of this latter number in comparison with preceding ones being accounted for by the more complicated processes of manufacture and packing of condensed and preserved milk products.

The type of operations is also reflected in the average salaries and wages paid to employees in the four classes of factories. Cheese factories, with the lowest number of employees per plant and engaged in one simple process alone, paid all employees an average of £168 for the year; employees in butter factories received £223; those in dual plants, £225; and those in other establishments, £248.

CAPITAL

Data relative to the capital investment in dairy factories is practically limited to statements showing the approximate value of lands, buildings, machinery, stocks, and operating accounts as at March 31, 1926. At this time the estimated total value of such equipment and resources for all factories was £6,603,177, representing a value for land and buildings of £2,456,936, for machinery and plant of £1,908,955, for stocks of £1,385,241, and for cash in hand and other operating accounts £852,945. The size and productive capacity of plants in the Auckland province are reflected in the comparison between the investment made in equipment in that district and in all others. The value of dairy factory land and buildings in Auckland amounted to £1,509,675, or 61 per cent of that for the whole Dominion, while the same figure for plant was £909,744, or roughly 50 per cent of the whole. The investment in similar establishments in Taranaki, Wellington, and Southland mark these provincial districts as the other more important centres of dairy production, the amount of capital invested as indicated by such statistics coinciding roughly in all cases with the value of products.

The investments in cheese-making plants are naturally very small in comparison with those in factories engaged in more involved processes. Total values shown for all cheese factory plants were £545,826, while those for butter factories were £1,056,103, those for dual plants £2,545,989, and for miscellaneous establishments £217,973, the respective average investments per establishment amounting to £2,767, £7,544, £14,384, and £31,139.

MATERIALS USED AND VALUE OF PRODUCTS

Altogether the dairy factories utilized 140,232,524 pounds of butter fat for the manufacture of butter and some 64,000,000 pounds for the manufacture of cheese during the year under review. The total butter fat content of milk and cream received from suppliers amounted to 207,048,921 pounds, of a value of £15,741,340. The cost of other materials used in the manufacturing processes was very small and made up only £713,179 out of the total cost of materials of £16,454,519. Adding to this amount the cost of manufacture, the total value at the factory of all products put out during the year is shown as £19,798,499, made up as follows: butter, £12,407,303; cheese, £6,331,808; whey butter, £200,554; and other products, £858,834. The butter output thus constituted almost 63 per cent of the total value of products, cheese 32 per cent, whey butter 1 per cent, and miscellaneous products slightly over 4 per cent.

In order of importance of their contribution to the total value of all dairy products the various provincial districts stood as follows: Auckland, £8,611,767, or 43 per cent of the total; Taranaki, £3,835,690, or 19 per cent; Wellington, £3,108,654, or 15.5 per cent; Southland, £1,249,378, or 6.5 per cent; Canterbury, £961,001, or 5 per cent; Hawke's Bay, £741,846, or 4 per cent; Otago, £639,027, or 3 per cent; and Nelson, Marlborough, and Westland with £290,972, £198,011, and £162,153 respectively, together making up the remaining 4 per cent of the total.

POWER USED

The total horse-power available for use in all the dairy factories on March 31, 1926, was 19,926. Over half of this amount is shown in factory returns as available in establishments in the Auckland Province, where a total of 500 engines of various types was capable of producing 10,327 h.p. Approximately the same amount (10,244 h.p.) is shown as installed in dual factories, 5,957 in butter factories, and 2,309 in cheese-making plants. Electric motors are most generally used for power purposes, the number in use amounting to 931 out of a total of 1,517. Some 527 steam engines, 33 water wheels or turbines, 16 suction gas engines, and 10 oil engines were also installed for power purposes. The average capacity of motors installed in cheese factories was 6 h.p., of those in butter factories 14 h.p., and in dual plants $15\frac{1}{2}$ h.p., while there were on an average one steam and one electric engine in each cheese-making establishment and one steam engine and three electric motors in each butter factory or dual plant. Power equipment in factories in the Auckland province averaged 21 h.p. for each of the 500 units installed. In Westland, where only twelve engines were used, the average capacity per engine was 14 h.p. The capacity of similar equipment in Taranaki and Otago provincial district was 11 h.p. per unit, while equipment in other provincial districts was capable of producing less than 10 h.p. per engine.

DEVELOPMENT IN FACTORY PRODUCTION

The following table will serve to illustrate the growth of dairy factories in New Zealand during the last five years:—

	1922	1923	1924	1925	1926
Number of establishments £	436	431	445	445	518
Number of employees	4,138	4,212	4,321	4,324	4,140
Salaries and wages	812,429	810,858	868,006	881,713	888,382
Value of land and plant.	3,592,158	3,252,830	3,595,994	3,750,538	4,365,891
Value added by manufacture . .	3,475,588	3,484,985	3,790,600	4,234,706	3,343,980
Cost of materials	11,528,380	15,696,639	15,136,630	15,801,956	16,454,519
Value of products.	15,003,958	19,181,624	18,927,230	20,036,662	19,798,499

Several inferences may be drawn from these data, notably (1) the increase in the number of establishments, unaccompanied by an increase in the number of employees; (2) increased salaries and wages; (3) a rather marked increase in the value of dairy factory equipment, accounting no doubt for the lack of increase in staff; and (4) the unsatisfactory result of the 1926 season, when an increase in the cost of materials used was followed by a decrease in the total value of products. These latter figures, however, depend to such a great extent on the operation of co-operative organizations that they can only be taken as giving an approximation of actual conditions.

MARKET FOR BOX SHOOKS IN TRINIDAD: A CORRECTION

In *Commercial Intelligence Journal* No. 1245 (December 10, 1927) the specifications of box No. 2 for Angostura Bitters Company Limited, published on page 832, line 14, under the above heading, should read:—

Inside measurements, $18\frac{1}{2}$ by $15\frac{1}{2}$ by $5\frac{7}{8}$ inches.

Four tops and bottom, $19\frac{3}{4}$ by $7\frac{3}{4}$ by $\frac{5}{8}$ inches.

Two sides, $18\frac{1}{2}$ by $7\frac{1}{2}$ by $\frac{5}{8}$ inches.

Two heads, $16\frac{1}{2}$ by $5\frac{1}{2}$ by $\frac{5}{8}$ inches.

TRADE OF THE AFRICAN SUB-CONTINENT

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series have been published serially in Nos. 1216-1223 and Nos. 1232, 1233, and 1246-1248, and dealt with political divisions and population; production and natural resources; water communications of the countries; the distribution systems of Central and East Africa; customs tariffs; documentation; and confirming houses, finance and terms of payment; trading licenses; advertising; and trade returns of the Rhodesias, Southwest Africa, Mozambique, Belgian Congo, Angola, Tanganyika, and Zanzibar.]

East African Group—Continued

KENYA AND UGANDA

From every aspect, the customs union of Kenya and Uganda has the greatest commercial potentialities of any area in the sub-Continent. The white population is most numerous, and development is proceeding most rapidly. In a trade sense, the future of much of Africa depends upon whether the Kenya Highlands will be able to leaven the lumpish native demand, to create desires for new goods, and to lead in the development of the commerce of the more primitive territories. Because of these circumstances, a more detailed review of the situation in Kenya and Uganda during 1926 will be attempted than has been undertaken in the surveys of the other sub-Continental areas.

The principal statistics of Kenya and Uganda commerce during the last two recorded periods were as follows:—

	1926	1925	Percentage Decrease
Imports..	£ 7,440,649	£ 8,061,448	— 7.7%
Exports..	6,010,386	7,821,844	—23.0%
Total trade..	£13,451,035	£15,883,292	

The dominating features of the commercial position of Kenya and Uganda during 1926 were as follows:—

(1) The heavy carry over of stocks from 1925. On the last day of that year stocks in bond in that territory amounted to almost a half million sterling. Six months later these figures had not only failed to decrease, but had increased. As almost every merchant in East Africa is a general trader, his purchases of imported goods are to some extent speculative, since the price which is realized for cotton, maize, and coffee will decide the absorptive power of his territory. The break in cotton prices to a new low level, and the failure of the maize crop through drought, reacted very seriously upon the buying power of both Kenya and Uganda. Indeed, in the opinion of representative business men, the imports of 1926 were considerably greater than the buying powers of the colonies warranted.

(2) The uncertainty regarding export crops. Cotton, maize, and coffee not only provide the money which these colonies may spend upon imports, but they contribute largely to the expenses of government, including the upkeep of an expensive railway system. Any restriction in export tonnage imposes new loads upon imports in the form of increased freight rates, and at present the inland rates from Mombasa to Uganda, and even to Nairobi, are prohibitive in so far as many classes of merchandise are concerned. This circumstance increases the intimacy of the relationship between East African export crops and the volume of imports.

(3) The slow progress towards commercial stability. The hazards of trading in native crops proved disastrous to more than one bazaar trader, and the speculative atmosphere of Kenya and Uganda bazaars continued during 1926. The long-credits forays attempted by Germany and other Continental exporters,

in an attempt to recover lost markets, had spent itself, but had left a regrettable aftermath in the form of commercial instability. An attempt towards the end of the year to establish standard import contracts for East Africa on the lines of the Calcutta contracts failed; but the attempt proved the unanimity of the East African merchants in the matter of improving the present credit position.

(4) The continued growth of sentiment in favour of a commercial union of the various East African territories. The intercolonial trade of East Africa has been expanding rapidly, and it is hoped that the present customs union of Kenya and Uganda will some day embrace all the British territory in the sub-Continent outside of the Union of South Africa. Such a development would undoubtedly serve to stimulate commerce and industry, particularly through the amalgamation of all inland transportation facilities. The difficulties in the way of consummating such union are great, but the proposal was much to the fore in the year under review.

(5) A determined effort to adapt modern labour-saving processes and equipment to East African agriculture. For years there has been labour shortage of varying intensity in Kenya, and to lesser degree in other parts of East Africa. For a long time the planters have hoped that some official measure, such as added taxation, or some system of indenture, would force the native to depend upon the sale of his labour for a portion of his necessities. Such hope, however, has been frustrated repeatedly by Great Britain's insistence upon the economic autonomy of the native races. As long as self-government is withheld from Kenya, it is doubtful if there will be sufficient pressure to induce the bulk of the natives to become a source of labour supply for the European planters. In view of this, the more progressive elements of the agricultural community have begun to emancipate themselves as much as possible from dependence upon native labour, through the extensive employment of machinery. During the year under review this determination was reflected in the markedly increased imports of every type of power machinery and equipment.

EXPORTS

The principal exports for the last two recorded years were as follows:—

	1926	1926
Raw cotton.. . . .	£ 3,056,940	£ 4,694,339
Raw coffee.. . . .	895,080	963,920
Sisal fibre and tow.. . . .	579,499	531,129
Maize.. . . .	280,272	416,964
Hides and skins.. . . .	272,327	358,953
Cotton seed.. . . .	194,915	122,965
Rubber.. . . .	138,261	72,710
Other exports.. . . .	583,092	660,864
Total.. . . .	£ 6,010,386	£ 7,821,884

Of the joint exports, Kenya supplied approximately 40 per cent and Uganda the remainder.

As the figures show, cotton comprises almost precisely one-half of all exports from Kenya and Uganda. This is 10 per cent less of the total than in the previous year. Cotton is almost entirely a Uganda crop. Great Britain and India usually buy it all, but in 1926 Japan became a purchaser. Japanese interests have recently purchased a number of Uganda ginneries. The volume of coffee exports was almost precisely the same in the two years under review. About 20 per cent of this crop was of Uganda origin. Great Britain is the chief purchaser. Sisal tonnage was slightly greater than in 1925, and a considerably improved price was obtained. A good proportion of the sisal shown in Kenya's figures is of Tanganyika origin; it is not grown in Uganda to any extent. Great Britain and Belgium purchase the bulk of the crop, with about 10 per cent going

to the United States. The principal hides and skins exported are those of sheep and goats, and the 1926 return represented a considerable drop in unit prices in comparison with the former year. The United States, Great Britain, and the Continent all buy sheepskins and goatskins in East Africa. The cotton seed all originated in Uganda, 50 per cent more by volume being shipped in 1926 than in 1925. Great Britain and Australia were the chief purchasers. Rubber is really little more than an experimental crop. A small quantity of wild rubber is gathered in Kenya, but the bulk of the exports consist of plantation rubber from Uganda. All exports were consigned either to Great Britain or Holland.

Ordinarily, carbonate of soda, from the famous Lake Magadi district, would have been noted as one of Kenya's principal exports. During 1926, however, this industry was less active than in former years.

Other exports of moderate importance were sesame seed, wool, ivory, and grains and flours. The latter items of course were only consigned to nearby territories.

In summation, Great Britain accepted about half of the exports from Kenya and Uganda, and British possessions, particularly African colonies, another quarter. Japan and Belgium were the only foreign customers of importance.

IMPORTS

Of joint imports amounting in 1926 to £7,440,649, slightly over 26 per cent was entered for consumption in Uganda and the remainder for Kenya. This may be taken as the approximate division of the trade between these two colonies.

By principal divisions, the imports for the past two years were as follows:—

	1926	Percentage of Whole	1925	Percentage of Whole
Food, drink, tobacco.. . . .	£ 1,531,028	20	£ 1,384,984	17
Raw materials.. . . .	697,161	9	675,646	
Manufactured goods.. . . .	4,656,119	62	5,420,199	67
Parcel post.. . . .	372,460	5	343,357	4
Total.. . . .	£7,166,768		£ 7,823,886	

(The slight difference between this total and the grand total is accounted for by small imports of live animals for other than food purposes, and by a certain amount of transit traffic which is omitted from the above subdivisions.)

FOOD, DRINK, AND TOBACCO

The principal items in this class were as follows:—

	1926	1925
Rice.. . . .	£ 145,241	£ 150,315
Flour.. . . .	57,929	56,364
Tea.. . . .	72,761	72,171
Sugar.. . . .	20,865	32,475
Miscellaneous provisions.. . . .	320,398	261,452
Alcoholic beverages.. . . .	163,083	143,492
Tobacco and tobacco products.. . . .	198,986	164,984
Other foodstuffs.. . . .	551,740	503,731
Total.. . . .	£ 1,531,003	£ 1,384,984

The "other foodstuffs" figures include large quantities of Tanganyika and Belgian Congo produce exported through Kenya or Uganda.

The slight fall in the imports of rice is not due to lessened consumption, but to the growth of the Kenya rice crop. In the same way, a greater expansion has occurred in the consumption of flour than the figures indicate, since production of local flours is increasing rapidly. Kenya is now exporting considerable quantities of flour to adjoining territories. The imports of tea are likewise stationary due to the increased local production, and the same is true of sugar, although a considerable import of certain Oriental sugars will probably continue for some time.

Among miscellaneous provisions, a number of small but well-developed trades are of interest to Canadian exporters, and such items improved their position during the year under review. The imports of tinned meats, while not large, tripled, the value rising to £5,311 in 1926; those of biscuit imports was likewise somewhat higher, amounting to £15,731 in the last recorded year. Confectionery stood at almost the same at £22,043 in 1926. Dried and pickled fish advanced slightly, the figures for last year being £9,419 as against £8,161 in 1925. A marked increase is to be noticed in the item of tinned fish; the imports in the year under review stood at £14,730. Tinned and preserved fruits and vegetables likewise showed a considerable increase, the total trade being in the neighbourhood of £20,000 during 1926. In keeping with the general run of provisions, the value of condensed milk brought in rose to £32,537 from £28,451 in 1925. Unclassified provisions were imported in 1926 to the value of £47,813 in comparison with £37,581 in the preceding year.

As all the items listed above are primarily articles of European consumption, the increased imports signify the gradual expansion of the European demand to the more prosperous sections of the native and Asiatic populations. This development has been discussed in other sections of this report.

Among alcoholic beverages, the import of ales, beers, and stouts only increased slightly, due to the competition of local breweries. The imports of whiskies were up by about 15 per cent, and a considerable increase also occurred in the imports of brandies.

Of tobacco items, cigarettes and certain classes of imported tobacco comprised almost the entire demand. The cigarette trade is entirely British, and 97 per cent of the manufactured tobacco imports during 1926 originated in Holland.

RAW MATERIALS

The important items under this head are coal and sawn timber. The imports of coal were down slightly in 1926: 60,378 tons as against 73,528 tons in 1925. There was a marked increase, however, in Baltic timber, the value rising from £36,219 in 1925 to £42,555 in 1926. The increase in imports for general consumption is even greater than the figures indicate, as in 1925 a comparatively large proportion was for Government requirements.

MANUFACTURED ARTICLES

There is a considerably larger range of manufactured articles imported into Kenya and Uganda than into any other part of East Africa, and it will be necessary to subdivide the items into a number of principal groups, each of which will be examined separately.

EARTHENWARE AND GLASSWARE, INCLUDING CEMENT

The imports of earthenware dropped from £23,623 in 1925 to £20,479 in the succeeding year. The decline was due to the overstocking of the bazaars. Considerably larger quantities of glass bottles, plate and sheet glass and miscellaneous glassware were brought in in 1926 than in 1925. The total trade in these items amounted to slightly over £50,000 in 1926. In the item of cement, the imports increased from 26,347 tons to 28,751 tons in 1926. A continued increase in the demand for this product may be anticipated.

METAL GOODS

The import of galvanized sheets increased by approximately 25 per cent in the year under review, the valuation standing at £135,447. Other iron and steel construction materials such as bars, rods, and fabrications decreased considerably, probably due to the completion of the harbour works at Kilindini.

Steel rails fell from £588,985 in 1925 to £359,938 in 1926. Practically all these were for the Kenya-Uganda railways, representing maintenance requirements. Among other construction materials, the items of nails, screws, and rivets were practically the same in the two years under review, the value in 1926 being £35,900. The imports of tubes and tubing, however, rose sharply in 1926 to £59,055, which was about 50 per cent more than in the preceding year; those of fencing wire and wire gauzes and netting did not greatly alter, the trade being worth about £20,000 in both years.

Among secondary iron and steel products the most important item was domestic hollow-ware, the value of which was £45,310 in 1926, slightly below the figure of the preceding year. (This is a bazaar trade and, as in other instances, the drop reflects the carry over of stocks.) The same is true of the fairly important bedstead trade. The imports of domestic stoves, grates, and ranges, however, increased slightly. (It may seem surprising to find such an item of any importance in territories which lie across the Equator. But a large portion of Kenya has a very high altitude.)

Among cutlery, hardware, and implements, the import of artisans' tools was almost precisely the same as the former years, this trade being worth £24,534 in 1926. A considerable increase, however, was to be noted in the items of agricultural hand tools: £132,912 in 1926. Shovels, spades, and axes were an additional import to the value of £62,467 in 1925. This figure was halved in the succeeding year, owing in part to considerably lessened purchases upon Government account. The requirements in general hardware, including all types of builders' small hardware (except nails, rivets, and screws), were almost the same in the two years, the trade being worth about £25,000. The imports of knives and machetes, which is very largely a Uganda trade, decreased sharply from £14,007 in 1925 to £5,335 in 1926.

MACHINERY ITEMS

The imports of agricultural machinery rose from £70,763 in 1925 to £88,165 in 1926. In the same periods, however, those of electrical machinery and industrial machinery declined sharply. Pumps and pumping equipment were approximately the same in both years, the trade being worth in the neighbourhood of £10,000. The imports of internal combustion and steam engines increased slightly.

WOOD MANUFACTURES

The imports of furniture in 1926 amounted to £15,831 in comparison with £13,710 in the previous year; those of joinery, doors, and miscellaneous wood products also increased in about the same ratio.

TEXTILES

The principal items in this important trade were as follows:—

	1926		1925	
	Quantity Yds.	Value £	Quantity Yds.	Value £
Cotton piece goods.				
Uncleached.. . . .	14,195,314	323,127	16,537,887	409,700
Bleached.. . . .	2,767,405	86,555	3,295,217	114,848
Printed.. . . .	2,519,107	92,310	3,519,385	132,912
Dyed.. . . .	3,769,385	193,722	5,874,161	304,798
Coloured	5,759,564	213,798	6,453,525	264,849
Total quantity yards..	29,010,775		35,680,175	
Total value £		909,512		1,227,107
Average value per yd..		7.5d.		8.2d.
	Nos.		Nos.	
Cotton blankets.. . . .	1,543,286	173,368	2,569,414	311,015
Average value per blanket.		2s. 2.96d.		2s. 5.05d.
Total value of cotton piece goods.. . . .		1,082,880		1,538,122

As the figures show, about 30 per cent of the total business consisted of unbleached goods, 8 per cent of bleached cloths, 8 per cent of prints, 18 per cent of cotton goods dyed in the piece, 20 per cent of coloured goods (manufactured wholly or in part of dyed yarns), and 20 per cent of cotton blankets. During the year under review the imports of unbleached goods increased by 3 per cent; those of bleached and printed goods were stationary. Cotton goods dyed in the piece declined slightly, but coloured goods increased by a small percentage. The imports of cotton blankets declined very considerably. Of the total trade, Japan supplies about two-thirds of the unbleached cottons and the United States and India divide the remainder. About two-thirds of the bleached goods come from Great Britain, Holland being the only other supplier of any importance. Some 85 per cent of the prints and about 80 per cent of the dyed goods are likewise of British origin, with Holland supplying the majority of the remainder. In coloured goods India takes the lead, closely followed by Holland. Each country supplies approximately one-quarter of all requirements. Great Britain, Japan, and Belgium divide the remainder of the coloured goods trade. In cotton blankets, Holland holds two-thirds of the business, and Belgium and Germany are the only other suppliers of note. During the past few years there has been a slight but unmistakeable trend toward better qualities of cotton piece goods, and a corresponding diminution in the cotton blankets trade.

Silks are a moderate business, imported to the value of about £30,000 per annum. Sales of linen piece goods have increased sharply of late years, due to the suitability of such textiles for tropical suitings. In 1925, linen imports were valued at £21,149.

MISCELLANEOUS WEARING APPAREL

The trade in miscellaneous wearing apparel is considerable, and stood at £136,068 in 1925 and at £130,658 in 1926. The principal items in this group which are differentiated in the customs returns are boots and shoes, valued at £26,385 in 1926; hosiery, valued at £35,459; and hats and caps, valued at £27,137.

CHEMICALS AND KINDRED PRODUCTS

The principal items in this group are disinfectants and insecticides, in which the trade diminished from £15,881 in 1925 to £13,074 in the succeeding year; proprietary medicines, which showed an increase in 1926 of £33,937 from £27,804 in 1925; paints and varnishes, which were valued at £25,557 in 1925 and £26,208 in 1926.

A further large trade which really should be included in this group is in soap. The imports of common soap were valued in 1925 at £64,995, and of toilet soaps at £7,722. In the succeeding year, however, this trade dropped to £31,842 for common soaps and £13,435 for toilet soaps. It is improbable that the locally manufactured soaps affect imports to any particular extent. The drop was due to the over-stocking which occurred during 1925.

LEATHERS

Dressed leathers to the value of £13,138 were imported during 1925, and the trade declined slightly in 1926. The business in saddlery, harness, and other leather products was valued each year in the neighbourhood of £10,000.

PAPER AND PAPER PRODUCTS

The imports of printing paper are smaller than might be expected, but due to the scattered population and the sparse news media, the publishing industry is undeveloped. During 1925 only 392 tons of newsprint valued at £14,498 were imported, and in 1926 even this small figure had shrunk to 364 tons valued at £13,523. The imports of stationery are much greater, there being no stationery

of any importance manufactured in Kenya and Uganda. In 1925 the value of such imports was £53,727, and the figure was practically the same in the succeeding year. Imports of wrapping paper in 1925 amounted to 7,912 cwt. valued at £6,849. In 1926 the values were approximately the same. A large proportion of cheap papers are included in these figures, much of the imports consisting of old newspapers.

AUTOMOTIVE SUPPLIES

The imports of motor cars, motor lorries, and motor cycles during 1925 and 1926 were as follows:—

	1926		1925	
	No.	£	No.	£
Motor cars.. . . .	1,403	250,453	1,588	274,143
Parts and accessories.. . .		73,741		59,839
Trucks and tractors.. . . .	1,135	224,949	1,568	245,228
Parts and accessories.. . .		49,058		34,390
Motor cycles.. . . .	602	25,377	984	43,772
Parts and accessories.. . .		9,220		10,655
Total.. . . .	3,140	632,798	4,140	668,027

The falling off from the previous year was to be expected, as the 1925 imports were almost double those of the previous year. As in most new countries, imports of passenger vehicles increased more rapidly than the absorptive power of the territory. The same is true of motor lorries and tractors, of which the imports rose from 66 in 1923 to 1,568 in 1925, which was the peak year. In the motor cycle trade a similar trend was to be observed, imports having tripled between 1923 and 1925. The 1926 figures may be taken to represent a fairer indication of the territory's purchasing power. Of the imports of motor vehicles, Uganda is credited with about one-sixth of the motor cars and the same proportion of the accessories, about one-third of the motor lorries, and one-half of the motor cycles.

The trade in motor vehicles is divided between the principal suppliers as follows:—

	Motor Cars		1926 Trucks		Motor Cycles	
	No.	Value	No.	Value	No.	Value
Great Britain	186	£ 42,811	121	£ 36,440	549	£ 23,024
Canada.. . . .	256	28,600	233	25,076	—	—
United States	867	161,433	695	138,866	33	1,621
Other suppliers.. . . .	94	17,609	86	24,567	20	732
Total	1,403	£250,453	1,135	£224,949	602	£ 25,377
			1925			
	No.	Value	No.	Value	No.	Value
Great Britain	209	£ 48,276	116	£ 41,984	926	£ 40,984
Canada.. . . .	316	35,291	810	87,688	—	—
United States	987	181,950	558	90,862	51	2,470
Other suppliers.. . . .	76	8,626	84	24,694	7	318
Total	1,588	£274,143	1,568	£245,228	984	£ 43,772

The feature of the motor car trade during the last few years is the growth in the imports of British vehicles, and also the replacement of Canadian by American cars. In so far as the motor cycle trade is concerned, in East Africa as elsewhere throughout the world, Great Britain is supreme. (One British company advertises in Africa that they make more motor cycles than all the American companies combined.) In trucks and lorries, the absence of preference has resulted in a large measure of the trade being transferred from Canadian to American plants. In Uganda the light trucks are nearly all British, but in Kenya the trade is as predominantly American. In heavy lorries, the trade is British in both territories. The Government of Uganda operates a large transport service in which all the vehicles are English, the heavy lorries being "Albion" and the light trucks "Morris". It is doubtful, however, if English cars can claim a much greater proportion of the market than they command at present, since their lower power, low clearance, and narrow wheel-base make them less desirable than the American type of vehicle in the country districts.

BICYCLES

This is a very large Uganda business. The imports during 1925 consisted of 23,938 machines valued at £185,024. On account of the depressed condition of the Uganda bazaars, the trade slumped in 1926 to 11,629 machines, valued at £94,100. The figures for 1926, however, represented a very depressed year. The absorptive power of Uganda is probably about 15,000 machines annually.

TIRES AND TUBES

Tires and tubes represent over 90 per cent of the total imports of rubber goods into Kenya and Uganda. The imports during 1926 were valued at £105,536 as against £93,095 in 1925. Of these, approximately one-half consisted of motor car and motor cycle tires, one-quarter motor truck tires, and one-quarter bicycle tires. The imports of motor car tires were slightly down from the 1925 figure and the imports of truck tires increased by almost the same percentage. The chief gain occurred in bicycle tires, the imports in 1926 being almost double those of the preceding year.

Great Britain and the United States each supplied 45 per cent of the motor car and truck tires, the remainder coming from France. The bicycle tire business is almost a British monopoly.

MISCELLANEOUS UNCLASSIFIED ARTICLES

The imports of brooms and brushware is relatively small, due to the employment of native substitutes. In 1925 this trade was valued at £6,741, and in 1926 at £5,600.

During the same periods wheel stock to the value of £10,270 was imported in 1926. The corresponding figure for 1925 was £17,504.

Lamps and lanterns were a considerable item, particularly in the Uganda trade, the imports being £22,624 in 1926 and £26,215 in 1925. The trade is divided between Germany, the United States, and Great Britain.

Matches were imported to the value of £20,092 in 1925 and £13,190 in the succeeding year, Sweden being the principal supplier.

Musical instrument imports amounted to £20,753 in 1925 and £21,667 in 1926.

SOURCES OF SUPPLY

The following were the principal sources of supply for Kenya and Uganda during the last two recorded years:—

	1926		1925	
	£	Per cent	£	Per cent
Great Britain.. . . .	2,762,178	37.12	3,068,192	38.06
India and Burma.. . . .	757,847	10.20	878,745	10.89
United States.. . . .	748,636	10.06	721,146	8.95
Holland.. . . .	354,349	4.77	437,749	5.43
Japan.. . . .	290,048	3.90	312,536	3.88
Germany.. . . .	275,125	3.70	420,920	5.22
Union of South Africa.. . . .	105,642	1.35	137,889	1.71
Other suppliers.. . . .	2,146,824	28.86	2,084,271	25.86
Total	7,440,649	100.00	8,061,448	100.00

(Under "other suppliers" the principal entry is Tanganyika, whose exports to Kenya and Uganda totalled £1,278,818 in 1926 and £1,187,960 in 1925. As the Tanganyika figures largely cover imports for re-export, it is unnecessary to consider these in a survey of the requirements of Kenya and Uganda.

As the statistics show, Great Britain has the lion's share of the important trade of this territory. With the exceptionally intimate relationships which exist between East Africa and the home commercial communities, it could hardly be otherwise. During the past five years there has been comparatively little fluctuation in the origin of imports. The United States have improved

their position slightly due to the increasing automotive requirements, and Germany has lost ground somewhat through the collapse of her long-credit trade drive. For the remainder, the imports in 1926 originated in almost precisely the same sources as in 1922, when commercial stabilization emerged out of the post-war depression.

In every group of manufactured goods Great Britain leads. Among beverages, Germany supplies most of the beers and France the brandies, but the remainder of the imports under this heading are entirely British. Among foodstuffs, biscuits, confectionery, tinned fish, jams and jellies, and general provisions are largely British in origin, condensed milk and tinned fruits being the only exceptions. As heretofore stated, Great Britain holds all of the important cigarette trade, but has relinquished other manufactured tobaccos to Holland.

Among other manufactures, Great Britain supplies a very large share of the chinaware, earthenware, and glassware imported, approximately 90 per cent of the building cement, almost the whole of the galvanized sheet imports, and practically all of the builders' hardware. She divides the hollow-ware imports with Continental competitors, but monopolizes the business in pipes and tubing, and nearly all other primary iron and steel products. In cutlery, tools, and implements, including spades and shovels, she is the predominant supplier, and has very little competition in all machinery classes, including agricultural implements. Her share of the piece goods business has already been commented upon. Among haberdashery items, she supplies 75 per cent of the boots and shoes imported, and well over half of all other wearing apparel. In chemical products her position is equally well established. She likewise has the largest share of the important soap trade and she monopolizes the stationery business. Her position in the automotive trade has already been noted. Long experience in the peculiar nature of the East African trade, together with heavy investments of British capital, and the intimate liaison between East Africa and London, will hold her present share of the business for Great Britain indefinitely.

India, second in importance among suppliers to this market, deals very largely in the specialized requirements of the Indian, Swahili, and Goanese populations. From time immemorial, the dhows have come down from India before the Monsoon, and Indian commodities have been naturalized in this section of Africa. Rice, wheat flour, and spices are trades which India monopolizes. Due to peculiarities of demand, these three items between them comprise about one-third of all Indian imports. Although India supplies a certain percentage of every import of metal goods, the trade under this group has not grown very rapidly. As noted heretofore, however, India has made marked inroads into the cotton piece goods business, especially in unbleached grey cottons and in coloured goods. She likewise has a very considerable share of the haberdashery and furnishing imports. Barring the automotive group, there is no department of the Kenya and Uganda trade in which Indian competition is not felt to some extent.

The weight of American competition is, as might be expected, in the automotive items, about 40 per cent of her total trade being in motor cars alone. Another 15 per cent consists of fuel oils. The Republic has no foodstuffs business of any importance, but a growing trade in miscellaneous metal goods, particularly agricultural implements, hand tools, and builders' hardware. Barring grey cottons, her share of the textile imports is negligible. This is a considerable change from a few years ago when she led the world in the supply of "American" cloth.

As has been noticed previously, Holland is a strong—indeed a predominant—competitor in several classes of cotton piece goods, and supplies almost all the manufactured tobaccos, barring cigarettes, and has small interests in certain foodstuffs and miscellaneous items.

Japan, who has replaced Germany as fourth in importance in this market, is particularly concerned with bazaar textiles and metal goods. Her strength is in the former division. Her trade is growing at the expense of India in piece goods, and at the expense of Continental countries in a wide range of specialties.

Germany's business is largely centred in metal goods, particularly tools and implements and bazaar hardware. To date she has not repeated her post-war success in these departments.

The Union of South Africa supplies a considerable volume of foodstuffs and coal.

Sweden is the largest source of timber, and Belgium supplies certain special textiles and a limited quantity of primary iron and steel products.

CANADA'S SHARE

Canadian products have never been differentiated in the Customs returns of Kenya and Uganda, although, thanks to the courtesy of the Comptroller of Customs, they will be separated in the future. At present Canadian imports are included under those of "Other British Possessions".

The entry "Other British Possessions", however, does not cover India, Ceylon, Mauritius, Zanzibar, South Africa, Australia, or Tanganyika, and therefore it is probable that a large percentage of the figures represent Canadian exports. In 1925 "Other British Possessions" supplied imports to the value of £256,532, but in 1926 the total had dropped to £97,401. As this decline is coincident with a decrease of £69,903 in the import of Canadian motor cars during 1926, one is fairly safe in saying that the Canadian trade in Kenya and Uganda was worth perhaps £70,000 in the latest year under review. Of this total well over £50,000 consisted of motor cars and tires and tubes.

Of the small remainder, there is a certain quantity of Canadian agricultural machinery imported. A few lines of tools and implements and general hardware have reached this market either via South Africa or Great Britain. These were all the Canadian goods which can be identified in this territory.

It may be said with comparative certainty that out of perhaps one hundred different Canadian commodities which are saleable in Kenya and Uganda, not more than a half-dozen are at present upon the market. There are many reasons for this, chief of which has been the lack of information regarding the requirements of this market. In the ensuing and final section of this report an attempt will be made to deal intimately with some of the demands which offer opportunities to Canadian manufacturers.

MACHINERY FOR MARKET OF SOUTH AFRICA

Notification has been received from the office of the Canadian Trade Commissioner at Cape Town, South Africa, that the principal of a large firm at Johannesburg will visit Canada early in February. The company in question are an old-established concern and hold well-known European, Canadian and American agencies for different kinds of machinery. They are interested in obtaining agencies or sole distribution rights for the Union of South Africa and Rhodesia of Canadian firms manufacturing the following:

Threshing machinery, mainly combined thresher-reapers; road machinery of all types; auto trailers; dump trailers; windmills, etc., etc.; well-drilling machinery; Pasteurising and dairy machinery; oil engines; high pressure water tube boilers, and various other lines.

Canadian firms who are exporting any kind of machinery to the territories named, or who may be interested in doing so, are requested to communicate with the Department of Trade and Commerce at Ottawa, in order that they may be placed in contact with the representative of the Johannesburg firm.

INTENDING RESIDENTS IN JAMAICA

TRADE COMMISSIONER P. W. COOK

Kingston, December 20, 1927.—From time to time this office receives letters from persons in Canada asking for information on climatic and living conditions, or the opportunity for earning a living as a resident. Most of these inquiries probably originate in an appreciation of the pleasantness of West Indian life and the belief that living being cheaper than in Canada, it would not prove difficult to support the inquirer and his family.

A few paragraphs in explanation of general conditions are therefore likely to be of interest.

CLIMATE

The climate of Jamaica is equable and in no sense unhealthy. Only infrequently (even on the plains) does the thermometer rise above 91°F., the average summer temperature being about 80° and the winter temperature about 75°. The highest maximum (plains) recorded is 97.8° and the lowest 56.7°. There is almost continual sunshine except for a few weeks in spring and autumn which constitute the rainy season. The highest point in the island is 7,400 feet, so that the visitor can live from sea level, such as the south margin of the city of Kingston, to almost any height he wishes, thereby encountering a wide variety of climate.

COST OF LIVING

The cost of living generally is hardly as cheap as is commonly supposed in Canada, and certainly not so in Kingston and vicinity; the country districts, however, are much cheaper in every respect. In and about Kingston house rents vary from £9 unfurnished per month to £20 or £25 for a well-furnished house. Fairly efficient servants may be had for 9s. to 12s. per week, but where one is required in Canada, three or four are required in Jamaica. The necessity for expensive clothing is of course far less than in Canada, but this is in part offset by much greater requirements of personal linen, wash dresses and so forth, which rapidly depreciate in the tropics.

As regards foodstuffs, native products can be purchased fairly cheaply, but imported food products are often double and sometimes three times the price in Canada. It can be generally assumed that the household expenses of a family of four, living in a modest way, need not exceed £45 per month, rent included.

It must always be remembered that a motor car is the standard, almost the only, means of locomotion in the island is practically a necessity. While motor cars themselves can be bought in Jamaica at prices certainly not exceeding their equivalent value in the Canadian market, the cost of operation is probably double that in Canada, on account of the high price of gasoline, oils, and accessories.

BUSINESS CONDITIONS

In Jamaica, as in the other West Indian Islands, a not very extensive trade is divided among a great number of competing firms and individuals, the average turnover of each being relatively small. Competition is so keen that in importing and exporting a newcomer would find a difficult task in front of him to establish a business unless he were well backed with capital and Canadian, British, or United States connections. Clerical positions are paid much less than the corresponding wages obtaining in Canada. As regards agriculture, the main products of the island are bananas, cane, coffee, cocoanuts, pimento, ginger, and—to a certain extent—grapefruit. Granted a technical knowledge of production and a capital of a few thousand pounds, it would be not impos-

sible to make a reasonable living within a comparatively short space of time; but it would be folly for the average commercially trained man to attempt any one of them without expert assistance.

In short, as a place to retire to, Jamaica should attract many people of independent means; but those who seek to establish themselves here with a view to earning locally their total income will find that they will be forced to adjust their outlook to radically different standards. Therefore they are well advised to visit the island in person prior to making any definite decision to settle thereon.

The Secretary of the Tourist Trade Development Board, Barry street, Kingston, will always be glad to furnish detailed information to inquirers.

AUTOMOBILE IMPORTS INTO INDIA

TRADE COMMISSIONER H. R. POUSSETTE

I

Calcutta, November 9, 1927.—While the number of automobiles in India is comparatively small, expansion has been fairly rapid. In 1921-22 the total number of motor cars imported into India was 2,895. During the preceding year over 15,000 were imported, but as that year was an abnormal one the world over, it will perhaps be as well to disregard it. In 1922-23 the imports rose to 4,323, the following year to 7,894, and the next year to 9,380. In 1925-26 the total imports amounted to 12,757 and for the year ending March 31 last to 13,197. Thus since March 31, 1922, imports have increased by over 400 per cent. The original number upon which the increased percentage is based was very small, and 400 per cent on 2,895 is not a great deal, but it indicates a tendency. During the first six months of the present year 7,167 motor cars were imported, as compared with 5,966 and 4,783 respectively in the corresponding period of the two previous years.

MOTOR LORRIES AND CYCLES

Motor lorries are steadily increasing, being employed not only for transporting goods but also for carrying passengers when converted into motor omnibuses. For the year ending March 31 last 6,343 motor lorries were imported as against 4,840 in the preceding year. In the first six months of the present fiscal year—that is, for the period ending September 30—the total imports of motor omnibuses were 4,434 against 2,954 in the previous year and 1,945 for the year ending March, 1925. Of the total number of vehicles imported last year, 5,345 were chassis as against 4,214 in the previous year.

Motor cycle imports in 1926-27 totalled 1,803 against 1,629 in the previous year.

TENDENCY OF TRADE

Canada occupies a very favourable position in the automobile trade of India. For the year ending March 31 last, 4,476 motor cars were imported from Canada, about a third of the trade in automobiles. In 1925-26 the number imported from the Dominion was 4,775 and in 1924-25, 3,956. Canada's position in the year just closed was slightly lowered. The figures for the first six months of the present year show that ground has been lost; the imports amounted to 1,854 as compared with 2,363 and 1,713 in the two preceding years.

Italy has a very good record in the trade of this country. The figures show that in 1924-25 only 235 cars were imported from Italy, whereas by the following year this had risen to 860, and last year to 1,416. For the first six months of the present year Italy is shown to be holding its position with imports of 735 as against 696 in the first six months of last year.

The United States, while second to Canada in the number of cars exported to India for the year ending March 31 last, is shown by the trade returns April-September of this year to be occupying first place in point of volume. For the year ending March 31 last the imports from the United States amounted to 4,029 as compared with 4,143 for the previous year and 3,106 for the year 1924-25. For the first six months of the present fiscal year the figures show that there were 3,283 cars imported from the United States as compared with 1,925 in the same period last year and 1,915 in the year previous to that.

In point of volume the United Kingdom comes third, importations last year amounting to 2,546 as compared with 2,399 in the year ending March, 1926, and 1,682 in the previous year. However, what the United Kingdom loses in point of number is made up in value. The average value of the cars from the United Kingdom for the year 1926-27 was Rs.3,159 as compared with Rs.1,568 for the Canadian cars and Rs.2,208 for those made in the United States. The corresponding figures for the preceding year were Rs.3,239, Rs.1,518, and Rs.2,185. The United Kingdom also shows an improvement during the first six months of the present fiscal year: 1,033 against 713 for the same period of 1926 and 555 for 1925. It is hardly probable that Canada will regain her old position during the present year, but it is very likely that, with one of the largest motor car companies coming into full production of its new model, there will be a considerable difference in the returns for next year.

In percentages of the total number of cars imported during the last fiscal year, Canada ranked first with 34 per cent, the United States second with 30 per cent, the United Kingdom third with 19 per cent, and Italy fourth with 11 per cent. The percentages compare with 37, 32, 19, and 7 respectively in the preceding year. In this connection with this trade, the Department of Commerce of the United States has announced the assignment of a Trade Commissioner to India to devote his full time to the automotive and allied trades. It is expected that this official will take up his duties before the end of the present year.

The largest proportion of automobiles entered through Calcutta with 32 per cent, 27 per cent entered through Bombay, 14 per cent through both Madras and Karachi, and 13 per cent through Rangoon. Many of the cars entering through the ports mentioned above were for distribution in the interior, although it might be stated that Calcutta has a very substantial proportion of all the motor cars used in India. In the Budget passed at the last meeting of the Legislative Assembly in Delhi last February the duty on automobiles was reduced from 30 per cent to 20 per cent. This led to a reduction in the prices of cars which has had a stimulating effect upon business.

CENTRAL ROAD BOARD

At the annual meeting of the Associated Chambers of Commerce at Cawnpore in December of last year, what was considered one of the most important subjects dealt with by the meeting was that of motor transportation. A resolution was moved that the duty on motor vehicles should be reduced. In support of this the benefits which would inure to agriculturists, merchants, industrialists, and importers as well as the ordinary individual were energetically stated. The member of the Government who was present at the meeting expressed himself as being in entire sympathy with the proposal. Early in the present year proof of this goodwill was evidenced by the reduction in customs duty.

One of the chief obstacles to a more rapid growth of motor transport is the condition of the roads, which were originally built to provide simply for tonga and bullock cart traffic. With the growth of motor traffic they have been cut up, and have consequently seriously deteriorated. Until recently it would appear that the political and economic advantages of better transport in India

have not been fully realized, but so much publicity has been given to the subject in the last year or two that it can hardly fail to occupy an increasing amount of public attention. The motor car, which was at first looked upon as a luxury, is now rapidly taking its place as a necessity, not only in business life but also in the life of the individual.

It now seems likely that the road problem will be dealt with in the next twelve months. Last February the Council of State unanimously adopted a resolution on the subject of road development. This resolution recommended to the Governor General in Council to appoint a committee to examine the desirability of developing the road system of India, and to consider the formation of a central road board for the purpose of advising in regard to road development in India. Effect has now been given to this resolution.

CITY ROADS IN CALCUTTA

Calcutta is the largest, most important, and most densely populated of India's cities, and is credited with 40 per cent of all motor car registrations. Some of the principal streets of Calcutta have fair to good surfaces, but there are a great many secondary streets on which the road surface is bad, and not only that but they are so narrow that the congestion of traffic is serious. Outside the limits of Calcutta there is not a single road that can be described as first-class or even perhaps as second-class. This is a handicap to so large a city, as it adds to the difficulty of bringing in country produce. Practically all the country produce which finds its way daily to Calcutta is carried by lumbering bullock carts whose progress is very slow. Some of these might be replaced by light motor lorries, but bridges present a difficulty, as few of them are strong enough to support a loaded truck.

Serious traffic regulation problems confront Calcutta, and these are possibly more difficult of solution than those presented in any other city of the world. Tramcars, motor cars, motor trucks, horse-drawn gharries, buffalo and bullock carts, rickshaws and hand carts, coolies carrying loads on their heads, and stray bullocks which have been released under a vow and wander about the roads at their own will—these in combination make up a baffling traffic situation. The obstruction that can be created by a string of bullock carts, moving at the rate of a mile and a half per hour along a narrow and crowded street, is very great. It is said that bullock carts under present conditions provide the cheapest form of transport. That is probably the case if no consideration is given to the wear and tear of roads by these vehicles, and to the enormous loss of time which must take place through the delay which they cause to faster traffic. A determined effort is being made at the present time to have the buffalo removed from the streets. It is contended that he is a water animal and not suitable for transport purposes, especially during the trying months of the monsoon period. During the past season one result of these efforts was to secure the stoppage of all vehicles drawn by buffaloes between the hours of twelve and three o'clock in the afternoon.

APPLE MARKET CONDITIONS IN CHINA

Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, writes that the seasonal purchases of Canadian apples is below normal, due chiefly to the excellent crop in Japan and Korea. Though these apples are much smaller and possess less flavour than the Canadian and American varieties, prices have been such that Pacific exporters have not been in a position to compete.

The Japanese crop, however, is confined to one or two varieties which ripen at the same time. Importers state they would be interested in later winter varieties from British Columbia, for shipment to China during the first quarter of the year. The condition and packing of Canadian apples which have arrived on this market lately have been very satisfactory.

THE ITALIAN SITUATION

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, December 16, 1927.—In the second week of November, while the price index in most countries was still rising, the general average fell in Italy, as a result of the decline in animal foods, from 499.50 on the previous week to 493.17, and in chemicals from 449.76 to 445.13. The average gold price index fell from 137.4 to 136.8 as against 135.9 in Great Britain, 140 in Germany, and 145.7 in the United States. Thus Italian wholesale gold prices have been brought into due relation with those ruling in the gold standard countries.

BUSINESS REVIVAL

Evidence of an incipient business revival is afforded by the heavier tonnage of privately-owned freight carried by the State railways. In July, August and September the tonnage has fallen below that of the corresponding months of 1926 respectively by 11.06, 6.91 and 4.17 per cent. In October this year it exceeded that of October, 1926, by 2.37 per cent. Another sign of improvement is afforded by the gradual recovery in the yield of the tax on sales. In July the figure fell 24 million lire below that for the corresponding month of 1926. In August the difference was 19 million. In September it stood around the same figure. In October the minus difference did not amount to 15 million lire. Also, and notwithstanding tax reductions and the inevitably lower yield of *ad valorem* duties, the contraction in the yield of taxation during the first four months of the current financial year has not exceeded 150 million lire.

INDUSTRIES

The artificial silk industry, encouraged by the growing demand in the home markets and abroad, has expanded to a remarkable degree. Production will probably amount to not less than 22 million kilograms by the end of the year, exceeding by 5 million that for 1926. Depression still prevails in the cotton trade, due to the reduced demand of the home market. Prospects in the wool industry are improving, and prices are firm. The mining industry—of only relative economic importance to Italy—has been severely affected by the depressed state of the international market. The metal industries have been adversely affected by the acute depression in the building trade which has also been largely responsible for the increase in unemployment. The engineering shops specializing in railway rolling stock have recently received important orders from the State railways. The chemical industries have been fairly active. Conditions in the rubber industry have been fair to poor. The shoe trade reports a distinct revival with improved conditions in the allied tanning trades.

UNEMPLOYMENT

The Government is taking active steps to reduce the unemployment figures, which in November stood at approximately 400,000, of whom 84,000 were in the building trades, and 82,000 in agriculture. The first organized steps are being taken to reduce the pressure of population in certain rural districts by migration to others more sparsely inhabited.

ITALY'S FOREIGN TRADE

Foreign trade statistics for the first ten months of this year—the figures for October are provisional—show a trade deficit of 4,307.4 million lire as against 6,779.8 million for the corresponding period of 1926. This deficit is

accounted for almost entirely by wheat purchases (2,587 million lire up to September 31) and coal (1,589 million lire). Detailed figures available for the first nine months show that the value of Italian imports during that period declined by 21.9 per cent, while exports fell off by 13.8 per cent, and the ratio of exports to imports was 72.5 per cent. Here are the figures:—

<i>Imports</i>			
	1927	1926	Difference
	(Millions of Lire)		
January-August	14,541.3	18,312.7	— 3,771.4
September	1,138.7	1,753.6	— 614.9
October	1,402.6	1,757.5	— 354.9
	17,082.6	21,823.8	— 4,741.2

<i>Exports</i>			
	1927	1926	Difference
	(Millions of Lire)		
January-August	10,208.4	11,494.4	— 1,286.0
September	1,168.4	1,707.6	— 539.2
October	1,398.4	1,842.0	— 443.6
	12,775.2	15,044.0	— 2,268.8

TRADE WITH CANADA

This year for the first time the statistics of trade with Canada are separately entered in the official returns. Exports from Canada to Italy for the first nine months of this year were valued at 546,083,279 paper lire—a paper lira is valued at approximately $5\frac{1}{2}$ cents Canadian money—while Italian exports to Canada amounted to 35,915,909 lire, leaving a trade balance favourable to the Dominion of 510,167,370 lire.

For the period stated imports into Italy from Canada were as follows, the value in lire being given within parentheses: wheat 354,009 metric tons (485,344,846); cellulose, 82,760 quintals of 220 pounds (18,348,000); lead, 3,935 quintals (1,281,200); asbestos, 14,727 quintals (2,845,672); aluminium, 1,974 quintals (1,646,600); raw hides, 28 quintals (1,163,017). The chief exports from Italy to Canada were: Vermouths and wines, 2,590 hectolitres (1,892,279 lire); cloths and other manufactures of wool, flax and cotton, 1,307 quintals (5,736,620); cloths and other manufactures of silk, 31,175 kg. (6,974,361); hats, 226,328 (5,753,562); oranges and lemons, 7,086 quintals (1,068,490); cheese, 465 quintals (837,379 lire).

As far as can be ascertained from reliable Italian sources, Canadian exports to Italy have increased both in tonnage and value during the first nine months of this year as compared with the corresponding period of last year, while Italian exports to Canada have also increased but to a much less extent.

RADIO IN ITALY

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, December 14, 1927.—The slow development of radio in Italy, Marconi's own country, is attributed to various reasons the principle of which being the low power of the broadcasting, the small number of stations, and the disappointment of the public with the reception.

When the first European stations began to broadcast, receiving apparatus of somewhat uncertain quality, especially of German and French manufacture, were imported into Italy. The low power of the broadcasting at that time coupled with the low-grade imported sets made it rather difficult to listen in to the foreign stations without many inconveniences being encountered, and the public soon lost interest. When broadcasting was initiated in Italy, these inconveniences were not removed except in a few regions.

Another difficulty of a commercial nature was experienced. Importers of receiving sets, and likewise local manufacturers, in order to sell their wares gave the public to understand that messages from every part of the world would be heard by a simple turn of the dial. Those who expected the delights of an opera from Paris or a quintet from Berlin with the same facility with which they turned on their electric light suffered a deep disappointment, and became disgusted with the radio in general.

The third reason for the slow progress of radio in Italy resides in the character of the stations themselves which have been up to now weak and few in number (Rome, 3 kw.; Milan, 1.5 kw.; and Naples, 1.5 kw.).

In Italy, broadcasting is not done by a number of private concerns, as in Canada and the United States, but by a corporation which is given by the Government exclusive broadcasting rights. This corporation, which may depend only upon its own funds for the construction of the broadcasting stations and for their operation both technical and artistic, derives its income from a tax imposed by the Government. The owner of a radio receiving set must by law pay a tax of 8.15 lire per month which in accordance with a recently published decree will be reduced to 6 lire. Italy, with 40 million inhabitants, has only 300,000 radio installations, and of these only 35,000 has been declared and pay the Government tax. A proposed stricter application of the law will bring in larger profits and at once a general improvement in the condition of the industry.

While at Milan a new 7-kw. station has just begun to broadcast, those of Genoa, Turin, Trieste, Florence and Palermo are projected, and it is now proposed to increase the power of the present Rome station to 25 kw., and to make it the national station with adequate programs. In the meantime the increased power of many foreign stations now renders their programs much more acceptable. The demand for high-grade receiving sets is increasing and will increase still more in the near future.

IMPORTATION OF RADIO SETS

Importation of radio sets into Italy for 1925, 1926, and January-August, 1927, respectively amounted to 1,117, 1,603 and 954 quintals (220 lbs.). Although detailed figures are not available, information obtained from reliable sources goes to show that Germany leads in the imports of radio sets into Italy, with France coming next. The United States has a relatively small share of the trade.

MARKET FOR CANADIAN SETS

Canadian receiving sets, provided they accommodate the high wave-lengths prevalent in Italy should have some chance of securing for themselves a reasonable share of the Italian trade, as they appear to be superior in quality to the local and European product. Broadcasting is made on wave lengths attaining 2,000 metres while in North America the wave length is from 200 to 600 metres. According to investigations conducted by this office there seem to be an opening for Canadian sets as the demand for a high-quality instrument grows, but as the product is not well known in this market some advertising would be indispensable.

TYPES, PRICES AND DUTIES

The types of receiving sets which are favourably received in Italy at the present time are the six-tube *Neutrodyne* and the eight tube *Superheterodyne*. Retail prices, batteries being excluded, for the six-tube *Neutrodyne* vary from 2,000 to 3,000 lire (approximately \$110 to \$165), while the *Superheterodyne* eight-tube set sell from 3,200 to 3,500 lire (approximately \$177 to \$195).

Radio entering Italy come under tariff item No. 497-a, and are dutiable, as far as Canadian sets are concerned (conventional tariff), at 168 gold lire per quintal (220 lbs.).

ECONOMIC CONDITIONS IN CUBA

TRADE COMMISSIONER JAMES CORMACK

Havana, December 21, 1927.—The majority of the merchants in Cuba state that conditions have been bad during the past year, and express the view that they will probably continue to be so during 1928. The Republic is largely a one-crop country, and her mainstay, sugar, has declined in price since early in 1926. For the 1927 crop of 4,500,000 tons the average net price has been less than $2\frac{3}{4}$ cents per pound c.i.f. New York. To-day it is $2\frac{7}{8}$ cents per pound, but until it reaches 3 or $3\frac{1}{4}$ cents there will be no prosperity for sugar growers in Cuba or for those dependent upon them. As most of the growers are paid returns which fluctuate with the price of that commodity, the purchasing power of the country is low at present. The Cuban people have, as far as possible, been trying to maintain American standards, and this is reflected in all branches of business, not only in luxury and amusement trades, but in provisions, dry goods, and hardware, where the normal demand has fallen off considerably. Many large provision wholesalers are reported to be "hanging on" at a loss just now, hoping for an early return of better times. The island's trade statistics for 1926 show a decline of \$80,000,000 over the previous year, and the indications for 1927 forecast a further shrinkage.

With a view to helping matters, the Cuban Government has passed a new tariff and a Sugar Defence Law. The new tariff has been introduced with the idea of fostering the demand for products grown and goods manufactured in Cuba. The Sugar Defence Law is designed to control output, and thus raise prices. After so much has been allotted to the Cuban and to the United States domestic markets, the balance is to be handed over by the mills to the Sugar Export Commission, who are to dispose of it in other markets for the benefit of the owners.

Progress is being made with the Central Highway from Havana to Santiago and, with a view to relieving unemployment in the country districts, 6,000 labourers have been employed on it last week. Much money is being expended on public works, and it is stated that the many lateral feeders for the highway will shortly be up for estimate and allocation to contractors. Canadian firms, however, cannot expect to participate in this business unless they are prepared to go after it in a special way, and send some one to go over the ground.

AMENDMENTS TO THE AUSTRALIAN CUSTOMS TARIFF

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, November 30, 1927.—As briefly outlined in *Commercial Intelligence Journal* No. 1244 (December 3, 1927, page 803), from a cablegram despatched from this office, the Minister for Trade and Customs tabled 138 amendments to the customs tariff, in the Commonwealth Parliament at Canberra, which became effective on November 25, though still subject to ratification. While some alterations in the duties were anticipated, the measure was introduced somewhat earlier than generally anticipated. The amendments were more numerous, and the imposition of substantially increased duties were higher, than importers had expected. The outstanding feature in this readjustment is the increased measure of preference extended to British manufactures, more particularly to those not competing with Australian industries, with the exception of iron and steel products, and some lines of textiles and other dry goods. The net gain to Empire trade expected from the tariff amendments is estimated at approximately £11,000,000, of which Australia's share would be £6,000,000

and that of the United Kingdom £5,000,000. The minister stated that the proposals of the Government included three main principles:—

(a) The reduction or abolition of duty on some popular and revenue-producing items in every-day use.

(b) A further measure of protection to many Australian industries, some of national character, which must be preserved and developed.

(c) The expansion and extension of preference to British trade in Australia as an earnest of the Government's desire to help towards a well-balanced Imperial economic unity.

Some anomalies and readjustments in various classifications have been made to give effect to the variations in duties. Provision, through deferred duties, to come into operation at various dates, is made on a number of lines in anticipation of domestic manufacturers then being in a position to supply the country's requirements.

Some deferred duties have a definite bearing upon Canadian manufactures such as iron and steel tubes—not more than 3 inches in diameter—which are now admitted at 5 per cent under the intermediate schedule (provision being made for 35 per cent deferred), upon which the proposed duties, effective on January 1, 1929, are 40 per cent British preferential, 55 per cent intermediate and 60 per cent general.

DUTIES ON DOUGLAS FIR TIMBER

An item of considerable consequence to Canada (and to the United States) is that of Douglas fir timber (known as "Oregon" in Australia) on which substantially increased duties are imposed in the amended tariff; duties upon other timbers remain unaltered. While inoperative, yet provision was made in the previous tariff for an intermediate preference of 1s. (24 cents) per 100 superficial feet on the various sizes of this timber, but this has now been cancelled as the rates are the same under all schedules.

A comparison between the former duties on Douglas fir and those now in force is submitted thus (Items 291 F, G and H):—

Former Duties per 100 Sup. Ft.	British Pref.	Intermediate	General
(F) Undressed, 12 in. by 6 in. and over (or its equivalent)	3s. 0d.	3s. 0d.	4s. 0d.
(G) Undressed, 7 in. by 2½ in. and less than 12 in. by 6 in. (or its equivalent)	3s. 0d.	4s. 6d.	5s. 6d.
(H) Undressed, less than 7 in. by 2½ in. (or its equivalent)	5s. 0d.	6s. 0d.	7s. 0d.
Present Duties per 100 Sup. Ft..			
(F) Undressed, 12 in. by 6 in. and over (or its equivalent)	8s. 0d.	8s. 0d.	8s. 0d.
(G) Undressed, 7 in. by 2½ in. and less than 12 in. by 6 in. (or its equivalent)	9s. 6d.	9s. 6d.	9s. 6d.
(H) Undressed, less than 7 in. by 2½ in. (or its equivalent)	11s. 0d.	11s. 0d.	11s. 0d.

[NOTE.—Mr. ROSS on December 2 cabled the following additional information: "Timber duties are further amended. Undressed California redwood only is admitted under the old rates. Douglas fir for mining purposes is free of duty. All other undressed imported timber including Douglas is subject to the rates formerly cabled. Dressed timber, redwood, becomes subject to a duty of 8 shillings, 6 pence per 100 superficial feet and all other dressed timber is to be dutiable at 15 shillings per 100 superficial feet."]

The classifications in the trade returns of the Commonwealth only include the sizes, country of origin and values of imported timbers. In the appended

schedule of imports during the fiscal year of 1925-26, it can safely be assumed that—in the main—the importations from both Canada and the United States were composed of Douglas fir. A comparison is submitted thus:—

Undressed Timber	From Canada Sup. Ft.	Value	From United States Sup. Ft.	Value
(F) 12 in. by 6 in. and over	12,661,043	£100,493	175,153,531	£1,198,560
(G) 7 in. by 2½ in. and less than 12 in. by 6 in.	870,384	8,742	24,012,339	341,621
(H) Less than 7 in. by 2½ in.	3,536,981	29,037	53,951,565	677,047

In the above sizes, the importations into Australia, from the principal other countries interested in the trade, in 1925-26, were as follows:—

From New Zealand	48,825,116 sup. ft.=£661,041
Japan	6,337,044 sup. ft.= 129,812
Philippine Islands	8,817,179 sup. ft.= 147,827

In passing, it may be stated that apparently no change has been made in the duties on dressed timber which mainly comes from the Baltic. The imports in 1925-26 of dressed timber from Norway and Sweden aggregated 82,023,387 superficial feet to the value of £958,428, the duty upon which is 8s. 6d. per 100 superficial feet, while the duty upon undressed Douglas fir varies from 8s. to 11s.

AUSTRALIAN DUTIES ON IRON AND STEEL PRODUCTS

In *Commercial Intelligence Journal* No. 1235 appeared a review of the principal Australian iron and steel industries down to a comparatively recent date. These companies have, for some time, contended that competition, particularly from the Continent and to a lesser extent from the United Kingdom, was causing it to be unprofitable—under existing labour and wages conditions—to produce iron and steel products on the basis of a fair return for the capital invested.

The companies stressed that at least some of their processes of manufacture must perforce be discontinued, and many operatives thus thrown out of employment at a time when the country was experiencing the utmost difficulty in finding work for large numbers of men at present unemployed. Apparently the claims of the companies have caused the Government to impose the very high protective duties as enumerated in the appended schedule. These duties, combined with ocean freights, insurance and landing charges, are—with the exception of some lines of products from Great Britain—considered by importers to be practically prohibitive if Australian industries are sufficiently developed to take care of the orders which must necessarily be placed with them for execution.

On the basis of per ton of 2,240 pounds, or at ad valorem rates (as the case may be), the following Australian customs duties became operative on November 25:—

Item	British Preferential	Intermediate	General
136 (C1) Bar, rod, angle, tee, in state they leave the rolls	£3 10s. 0d.	£5 0s. 0d.	£6 0s. 0d.
(C2) Wire rod in coils	£2 4s. 0d.	£3 5s. 0d.	£4 0s. 0d.
(E1) Wire, 15 gauge or finer	20 p.c.	35 p.c.	45 p.c.
(E2) Wire, fencing 8 to 14 gauge	Free	£5 0s. 0d.	£6 0s. 0d.
(E3) Wire, other	£2 12s. 0d.	£5 0s. 0d.	£6 0s. 0d.
(F1) Hoop iron lin. to 2 in. wide	£3 10s. 0d.	£5 10s. 0d.	£6 0s. 0d.
(F2) Hoop iron n.e.i.	Free	5 p.c.	10 p.c.
(F2) On April 1, 1928	£3 10s. 0d.	£5 10s. 0d.	£6 0s. 0d.
152 (A) Iron and steel tubes not over 3 in. diameter	Free	5 p.c.	10 p.c.
(A) On January 1, 1929	40 p.c.	55 p.c.	60 p.c.
(A) Steel boiler tubes	Free	5 p.c.	10 p.c.
(A) On January 1, 1929	40 p.c.	55 p.c.	60 p.c.
154 (A) Steel rails, 50 pounds and over per yard	£2 10s. 0d.	£4 5s. 0d.	£5 0s. 0d.
(B) Steel rails less than 50 pounds per yard	£2 5s. 0d.	£5 0s. 0d.	£6 5s. 0d.
(C) Fishplates, ties and rods	£2 8s. 0d.	£5 0s. 0d.	£6 5s. 0d.

AUSTRALIAN DUTIES ON IRON AND STEEL PRODUCTS—*Concluded*

		British Preferential	Intermediate	General
155 (A)	Rolled iron or steel beams, girders, joists, channels and bridge iron or steel	£3 10s. 0d.	£5 0s. 0d.	£6 5s. 0d.
	and ad valorem	25 p.c.	30 p.c.	35 p.c.
157	Barbed wire	£3 8s. 0d.	£8 0s. 0d.	£9 0s. 0d.
158	Wire netting	Free	£8 10s. 0d.	£10 0s. 0d.
159 (A)	Wire, n.e.i., also woven wire exceeding 30 holes to the lineal inch . .	Free	5 p.c.	15 p.c.
(B)	Iron and steel wire for making barbed wire and wire netting . . .	£2 12s. 0d.	£5 0s. 0d.	£6 0s. 0d.

PIANOS AND PLAYER PIANOS

During the last two years in particular, Australian importations of pianos, and particularly players, (chiefly cheap grades of instruments from the United States) caused domestic manufacturers to make representations to the Government that, to preserve their industry, it was essential that higher duties should be imposed. While this trade has not been important to Canadian manufacturers, yet some experts were made and, from a visit of the general manager of one of the principal companies in the Dominion to Australia, it was anticipated that better results would be obtained.

That the appeal for higher duties was successful is illustrated in the appended schedule of the new rates operative from November 25:—

Item		British Preferential	Intermediate	General
365 (A)	Grand pianos, grand players and			
(B)	upright playerseach	£12 0s. 0d.	£35 0s. 0d.	£40 0s. 0d.
	or ad valorem	30 p.c.	40 p.c.	45 p.c.
(C)	Upright pianoseach	£7 0s. 0d.	£21 0s. 0d.	£25 0s. 0d.
	or ad valorem	30 p.c.	40 p.c.	45 p.c.
(D)	Piano keyboards	30 p.c.	40 p.c.	45 p.c.
(E)	Piano parts, n.e.i.	15 p.c.	20 p.c.	25 p.c.

The total imports of grand pianos in 1925-26 were 123 in number valued at £14,922; grand players 89 valued at £14,187; upright pianos 6,254 valued at £288,134; and upright players 8,755 valued at £605,644.

INQUIRIES RE AUSTRALIAN CUSTOMS DUTIES

The amendments to the Commonwealth tariff, operative on November 25, have yet to be ratified by Parliament, and hence are subject to revision, but—in the main—it is unlikely that there will be much material alteration from the schedules introduced. Interested Canadian manufacturers and exporters are advised to communicate with the Department of Trade and Commerce, Ottawa, relative to any information they desire in this regard.

NEW ZEALAND GOVERNMENT RAILWAYS TENDERS

The attention of Canadian manufacturers of various kinds of machinery is drawn to the large contracts now open with the New Zealand Government Railways. The tenders call for machines of many varieties and in considerable numbers, i.e., sawing machines; drilling machines; bolt forging machines; and many others. Canadian firms who may be interested in quoting prices on this equipment are requested to communicate with the Department of Trade and Commerce, Ottawa, when specifications will be made available on quoting file No. 19016.

LEATHER TRADE OF CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, December 3, 1927.—The production of leather in China is extremely limited compared with that of other producing countries, and is for the most part largely used in the production of native slippers, sandals, harness, etc. For the medium and better qualities of leather, China is dependent on foreign sources of supply, chiefly the United States. Imports from that republic in 1925 aggregated G. \$1,168,644, increasing to G. \$1,506,438 in 1926, and, according to preliminary figures, were valued at G. \$568,309 during the first six months of 1927.

Sole leather is by far the most important item of import, the largest part of the footwear produced and used in China containing very little, if any, upper leather. The demand, however, for foreign-style boots and shoes is steadily increasing. Exports in upper leather from the United States to China in 1926 were valued at G. \$264,486 and in 1925 at G. \$178,131. The manufacture of foreign-style shoes by machinery is very limited.

PATENT LEATHER

Patent leather is in steady demand and imports have grown steadily, those for the year 1926 being particularly noticeable. There is no domestic production of this class of leather. American tanners supply approximately 90 per cent of this trade, with very little competition except on the lower grades from Australia and Europe. It is reported that German tanners are concentrating on this market with a view to improvement of their sales, but to date have not met with any marked success. The American type has been established for a number of years, and is well known and liked by Chinese consumers who are slow to change to unknown qualities.

In the cheaper grades of sole leather, competition is extremely keen, particularly in the so-called "Malay Red" which is imported from British India, Malaya and Australia. American tanners, however, have been uniformly successful in meeting this competition particularly in backs, bends and sides of the better grades, though even in the cheaper lines satisfactory sales are reported.

China is one of the few markets where European tanners offer very little competition in sole leather.

Imports of the various leather items, together with the chief sources of supply during the year 1926 as compared to 1925, may be of interest to Canadian manufacturers, and will emphasize the firm hold the United States has secured in the majority of imports.

LEATHER BELTING

Total imports increased from 694,239 taels in 1925 to 1,193,595 taels in 1926. The United States was the leading supplier in both years with a total of 545,597 taels in 1926 as compared with 272,442 taels in 1925, followed by Great Britain with 268,583 in 1926 and 181,903 in 1925. Small shipments from Canada made their appearance in 1925 and 1926. With steady industrial expansion, no doubt exists that a large future market is in sight in which Canadian manufacturers should be able to participate.

SOLE LEATHER

This most important trade is divided between the United States and Australia. Imports in 1926 amounted to 6,356,428 taels (1 tael=62 cents), compared to 5,263,426 taels in 1925.

Hong Kong is credited with an import of 2,987,239 taels as compared to 3,058,485 taels in 1925. This total represents, however, both Australian and European supplies transshipping at Hong Kong. In direct imports the United States is credited with a total of 1,497,406 taels in 1926 as compared to 905,578 taels in 1925. Australian direct imports show a total of 888,742 taels in 1926 and 905,578 in 1925. (Canada, 1,213 taels in 1925 and 1,894 in 1926.) In Shanghai, the main distributing centre, 70 per cent of the trade is said to be supplied by a well known American brand. Recent quotations from American sources are approximately as follows: shoulder, 0.52 taels per pound (1 tael=G. \$0.62 cents); sides, 0.58 taels per pound. The sale for bellies from American sources is, however, very small, dealers claiming that the type is too thick. Australia quotations per pound were: shoulders, 0.50 taels; sides, 0.60; bellies, 0.40 taels.

LEATHER, CALF, KID AND COW

This commodity is imported for the manufacture of higher priced and luxury goods: the value in 1926 was 1,716,718 taels as against 2,948,024 taels in 1925. The United States increased her shipments during this period: 446,366 taels against 246,337 taels, Japan following closely with 423,978 taels as against 286,475 taels in 1925. Canada is credited with 16,806 taels in 1925 and 5,095 in 1926.

LEATHER BOOTS AND SHOES

This item is bought chiefly by the foreign population in China, but there are indications that the better-class Chinese are turning steadily towards leather boots and shoes. Imports in 1926 amounted to 135,078 taels as compared with 92,736 taels in 1925. Great Britain was the leading supplier with 32,825 taels as compared with 23,852 taels in 1925, followed by the United States (29,825 taels against 23,852), and Japan (28,051 against 20,242). Imports from Canada declined from 6,547 taels in 1925 to 1,698 taels in 1926.

LEATHER ARTICLES (PURSES, TRUNKS AND UNENUMERATED)

Miscellaneous leather items increased from 204,123 taels in 1925 to 323,465 taels in 1926, of which Japan supplied the bulk (190,082 against 131,884) followed by the United States (25,447 against 8,168). Canada also showed a satisfactory increase (3,916 against 374), chiefly trunks and bags.

LEATHER IMITATION OR OILCLOTH

The sale of this item, particularly oilcloth, showed a noticeable increase with a total of 544,891 taels in 1926 as compared with 266,507 in 1925. The United States was the chief supplier (258,790 against 124,647), followed by Japan (109,507 against 63,390). Small sample orders from Canada were delivered in 1926.

American oilcloth is extremely popular on this market, and is competing successfully with other sources of supply. This type is muslin-backed, black, glossy, and is shipped 32 pieces per case in widths of 50 to 52 inches by 10 yards long per piece, with 1 inch broad mounting. Recent wholesale prices are approximately 5 taels (1 tael=62 cents) per piece.

It will be seen from the foregoing figures that China is an important consumer of leather commodities which are produced in Canada. This office will welcome samples and prices from Canadian firms to place before interested importers in this territory.

GERMAN MARKING REGULATIONS FOR FOOD PRODUCTS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, December 20, 1927.—On page 652 of *Commercial Intelligence Journal* No. 1240 (November 5, 1927), a translation was given of the German Government decree of September 29, 1927, providing for the compulsory external marking of certain food products.

Inquiries have been received from Canada, which indicate that further information is desired with respect to the interpretation of the new regulations. It would therefore appear desirable to give a summary of the more important requirements to be observed in connection with the marking regulations.

Paragraph 4 of the decree states that the regulations will also apply to food products imported from abroad. The date on which the regulations are to apply to food products imported from abroad is April 1, 1928, as stated in paragraph 5 of the decree.

The food products, which will be subject to compulsory marking, are given in paragraph 1.

This paragraph also states that the marking must be affixed by the manufacturer or the party who puts the goods on the market under his name. Without the prescribed marking, the goods may not be exposed for sale, sold or otherwise put on the market in packages or containers.

The important details, which must be marked on the goods, are given in paragraph 2 of the decree. The attention of Canadian exporters is particularly called to the first sentence in which it is stated that the required details must be given in the German language. No. 2 of this paragraph states that the contents must be marked according to the usual trade designation. This must also be given in the German language and some difficulty has arisen with regard to those products for which no equivalent designation exists in the German language, e.g., "corned beef". No. 2 of paragraph 2 also requires that the weight of the contents should be given according to German weights and measures, which means according to the metric system.

There is no regulation with regard to indelible marking, such as exists in some countries, so that it will suffice if the required particulars are given on a label affixed to the goods. These required particulars are set forth in paragraph 2 of the decree, to which it is desired to call the special attention of Canadian exporters.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Preference in the Bahamas: New Regulations

TRADE COMMISSIONER P. W. COOK

Kingston, Jamaica, December 20, 1927.—The Government of the Bahamas has enacted new regulations, which come into effect on January 1, 1928, designed to control imports made under the Preferential Tariff. In brief form, these regulations are as follows:—

All goods entitled to the British preference shall be accompanied by a form of invoice containing certificates of value and origin in a form corresponding with the Imperial Customs Conference form (abbreviated) and similar to that used for other British West Indian colonies.

To entitle goods to preferential treatment, at least 25 per cent of their total value must be the result of labour within the Empire. All goods certified for entry under the British Preferential Tariff must be packed separately from all other goods, although packages may be enclosed with other goods provided the

certificate of origin is endorsed accordingly. Goods produced in one part of the Empire when imported from another part thereof may be admitted to preference provided they are accompanied by a certificate declared before the Customs authorities at the last port, certifying that such goods were there entered as Empire produce and properly supported by certificates of origin.

Empire goods consigned to the colony and transhipped *en route* at a foreign port, or shipped from a foreign port after overland transit from an Empire point of origin, are not entitled to preference unless they have passed through such foreign country in bond, covered by a through bill of lading or railway consignment note. Failing these, the ocean bill of lading from the foreign port must bear the steamship company's certificate, made out at a British consulate, that the goods have passed through such foreign country in bond.

This certificate must name the Empire country of origin and the numbers of the bonded cars used. In this case the certificate of origin must also be attested by a British consul. Goods the produce or manufacture of any part of the Empire, imported or reconsigned otherwise than above from a foreign port, are not admitted to preference. Thus Canadian shipments ex the port of New York, for example, must be made on through bills of lading from a point in Canada or must be certified to as above by the British consulate in New York. This would appear to preclude shipment to the Bahamas of Canadian flour *ex stock* in New York unless a record has been kept of the cars in which such re-exported flour was brought to New York.

German Tariff Changes

TRADE COMMISSIONER L. D. WILGRESS

1 Reichsmark=\$0.238; 100 kg.=220 lbs.

Hamburg, December 17, 1927.—The Trade and Navigation Treaty between Germany and the Kingdom of Serbs, Croats and Slovenes, signed in Berlin on October 6, 1927, has been duly ratified by a law of December 13, published in the *Reichsgesetzblatt* of December 16, 1927. A decree has been published bringing the treaty into force on December 20, 1927.

This treaty provides for a number of conventional rates of duty to apply to products imported into Germany from most-favoured-nation countries.

A conventional rate of R.M. 2.50 per 100 kg. on "corn for animal feeding under customs supervision" is provided for in the treaty. Article 3 of the law ratifying the treaty also amends the provisional duty on "dari for animal feeding under customs supervision," as given in the law regarding Customs Changes of July 15, 1927, in order to make it equal to the duty on corn for animal feeding. The provisional duty on all corn and dari under tariff item No. 7 has been R.M. 3.20.

Another important change provided for by the German-Yugoslav Treaty is the introduction of a conventional rate of duty on "prunes of all kinds, dried or kiln dried (cut-up and peeled or not), loose or in casks or sacks weighing at least 80 kg. gross" of R.M. 6 per 100 kg. and on "prunes in other packing" of R.M. 8 per 100 kg. Hitherto the general rates of duty of R.M. 10 and R.M. 20 respectively have applied to these products from all countries under tariff item No. 48.

The treaty provides for a conventional duty on "beans for food, dried" of R.M. 2.40 per 100 kg. under tariff item No. 11 as compared with a general rate of R.M. 4 per 100 kg.

The other conventional duties provided for in the German-Yugoslav Treaty involve only minor tariff changes not of great interest to Canadian trade or else serve to confirm conventional rates of duty already in force.

Tax on Travelling Agents in St. Vincent, British West Indies

Mr. R. T. Young, Canadian Trade Commissioner in Trinidad, reports that under an Ordinance of St. Vincent, British West Indies, assented to on November 29, it is decreed that a tax not exceeding £2 per annum is to be imposed on travelling agents who do business in Kingstown, St. Vincent.

Importation of Wheat into Azores Permitted

The British Consulate at Lisbon advises that Decree No. 14642 published in *Diario do Governo* of December 2, authorizes the millers in Ponta Delgada (Azores) to import 2,500 tons of wheat. The shortage of wheat in the Azores, it is stated, is estimated at 5,000 tons.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JANUARY 3, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 3, 1928. Those for the week ending December 27, 1927, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending December 27, 1927	Week Ending January 3, 1928
Britain.	£	\$4.86 $\frac{3}{4}$	\$4.8913	\$4.8896
Belgium.	Belga	.1390	.1401	.1401
Czecho-Slovakia.	Krone	.....	.0296	.0296
Finland.	Mark	.0252	.0252	.0252
France.	Fr.	.1930	.0394	.0394
Holland.	Florin	.4020	.4050	.4045
Italy.	Lire	.1930	.0528	.0529
Spain.	Pes.	.1930	.1678	.1720
Portugal.	Esc.	1.0805	.0500	.0505
Switzerland.	Fr.	.1930	.1936	.1934
Germany.	Reichs Mk.	.2382	.2394	.2392
Greece.	Dr.	.1930	.0133	.0134
Norway.	Kr.	.2680	.2667	.2666
Sweden.	Kr.	.2680	.2707	.2700
Denmark.	Kr.	.2680	.2687	.2686
Austria.	Schilling	.1407	.1412	.1412
Japan.	Yen	.4985	.4641	.4675
Siam.	Tical	.3709	.4525	.4550
India.	Rupee	.3650	.3693	.3693
United States.	\$	1.0000	1.0015	1.0017
Mexico. . . . .	\$	.4985	.4865	.4870
Argentine Rep.	Peso (Paper)	.4244	.4281	.4281
Brazil.	Mil.	.5462	.1206	.1205
Jamaica.	£	4.86 $\frac{3}{4}$	4.8800	4.8800
British Guiana.	\$	1.0000	1.01—1.02 $\frac{1}{4}$	1.01—1.02 $\frac{1}{4}$
Barbados.	\$			
Trinidad.	\$			
Dominica.	\$			
St. Kitts.	\$			
Grenada.	\$			
St. Vincent.	\$			
Tobago.	\$	4.8665	.6387	.6375
China.	Tael			
Batavia, Java.	Guilder			
Peru.	Libra			
Singapore, Str. Settlement.	\$			
		.5678	.5737	.5725

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

1. SALMON AND LOBSTER.—A Glasgow man is in a good position to act as agent to a Canadian firm exporting canned salmon and lobster.
2. FRESH APPLES.—A firm of agents in Stockholm, Sweden, are desirous of getting in touch with first-class Canadian exporters of fresh apples.
3. FLOUR AND LARD.—A firm in Prague, Czechoslovakia, would be interested in receiving offers from Canadian exporters of flour and lard.
4. FLOUR.—A firm in Prague, Czechoslovakia, would be interested in securing the representation for Czechoslovakia of a first-class Canadian flour mill.
5. WHEAT AND FLOUR.—Chinese import house seek connections for Canadian wheat and flour for Shanghai.
6. RYE WHISKY.—Firm in Lucerne desire to represent first-class Canadian manufacturer of rye whisky.

Miscellaneous

7. PILCHARD MEAL.—Dutch importer desires quotations c.i.f. Amsterdam on pilchard meal with a view to taking 3,000 to 4,000 tons per annum.
8. FISH MEAL AND FISH OIL.—An agent in Hamburg, Germany, wishes to act as representative for a Canadian exporter of fish meal and fish oil.
9. ANIMAL HAIR AND WOOL WASTE.—A firm in Hamburg, Germany, wishes to import from Canada cow and calf hair from tanneries, goat hair, sheep's wool and wool waste.
10. NOVELTIES.—A firm of manufacturers' representatives in New Zealand would like to hear from firms desirous of selling novelties in that country, with a view to securing their agencies.
11. LEATHER.—Firm in Shanghai desire connections with Canadian exporters of leather of various kinds as follows: patent leather, sole, upper, furniture, calf leather, black and coloured. Samples and c.i.f. quotations should be forwarded direct.
12. HARDWARE AND WIRE GOODS.—A firm of manufacturers' representatives desire to secure the agency of a firm in a position to export hardware and wire goods to New Zealand.
13. BOXBOARD.—A Manchester firm are desirous of receiving offers of various classes of board from Canadian manufacturers.
14. RADIO APPARATUS.—An Italian firm are desirous of representing a Canadian concern of radio apparatus in Italy.
15. TOOLS AND MACHINES.—Argentine firm of importers are interested in receiving quotations and catalogues from manufacturers of tools and machines for workshops and garages.
16. AGRICULTURAL MACHINERY.—A co-operative organization in Prague, Czechoslovakia, wish to receive offers from Canadian manufacturers of agricultural machinery and tractors.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

- To ANTWERP.—Canadian Planter, Jan. 18; Canadian Ranger, Feb. 1—both C.G.M.M.; Bolingbroke, Jan. 21; Beaverdale, Feb. 4—both Canadian Pacific.
- To AVONMOUTH.—Salacia, Jan. 20; Concordia, Feb. 2—both Anchor-Donaldson.
- To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Torr Head, Jan. 9; Lord Antrim, Jan. 23—both Head Line.
- To CARDIFF AND SWANSEA.—Canadian Mariner, Jan. 11; Canadian Traveller, Jan. 25; Canadian Scottish, Feb. 8—both C.G.M.M.
- To GLASGOW.—Salacia, Jan. 20; Concordia, Feb. 2—both Anchor-Donaldson; Bothwell, Jan. 14; Brandon, Jan. 28—both Canadian Pacific.

To LIVERPOOL.—Montcalm, Jan. 13; Melita, Jan. 20; Minnedosa, Jan. 27; Montclare, Feb. 3—all Canadian Pacific.

To LONDON.—Canadian Planter, Jan. 18; Canadian Ranger, Feb. 1—both C.G.M.M.; Bolingbroke, Jan. 21; Bosworth, Jan. 28; Beaverdale, Feb. 4—all Canadian Pacific; Ariano, Furness Line, Jan. 17.

To HULL.—Ariano, Furness Line, Jan. 17.

To MANCHESTER.—Manchester Regiment, Jan. 14; Manchester Brigade, Jan. 28—both Manchester Liners.

To ROTTERDAM.—Queen's County, Jan. 10; Hada County, Jan. 25—both County Line.

To HAMBURG.—Cairnross, Thomson Line, Jan. 12; Bosworth, Canadian Pacific, Jan. 28; Brant County, Jan. 14; Grey County, Jan. 28—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Dania, Scandinavian-American Line, Jan. 15.

To ITALIAN PORTS.—Vallemare, Lloyd Mediterraneo Italian Service, Jan. 12.

To SOUTH AND WEST AFRICAN PORTS.—Elm Park, Elder Dempster Line, Jan. 15.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Jan. 14; Canadian Volunteer, Jan. 28—both C.G.M.M.; Adolph Bratt, Jan. 11; Invernina, Feb. 8—both Pickford & Black.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Ikala, New Zealand SS., Jan. 14.

From Halifax

To ANTWERP.—Canadian Planter, Jan. 20; Canadian Ranger, Feb. 3—both C.G.M.M.

To CARDIFF AND SWANSEA.—Canadian Mariner, Jan. 13; Canadian Traveller, Jan. 27—both C.G.M.M.

To LIVERPOOL.—Galtymore, Jan. 14; Nova Scotia, Jan. 21; Newfoundland, Jan. 31—all Furness, Withy; Ascania, Cunard Line, Jan. 16.

To LONDON.—Canadian Planter, Jan. 20; Canadian Ranger, Feb. 3—both C.G.M.M.; Incemore, Jan. 21; Ariano, Jan. 24—both Furness, Withy; Antonia, Jan. 9; Alaunia, Jan. 23—both Cunard Line.

To MANCHESTER.—Manchester Regiment, Jan. 16; Manchester Brigade, Jan. 30; Manchester Hero, Feb. 14—all Furness, Withy.

To ST. JOHN'S, Nfld.—Nova Scotia, Jan. 21; Newfoundland, Jan. 31—both Furness, Withy; Silvia, Jan. 10, Jan. 24, Feb. 7; Nerissa, Jan. 17, Jan. 31—both Red Cross Line; Farnorth, Farquhar SS., Jan. 14, Jan. 28.

To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS., Jan. 17, Jan. 31.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., Jan. 21.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, Jan. 20; Canadian Runner (calls at Guadeloupe), Feb. 3—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, Jan. 13; Canadian Pathfinder, Jan. 27—both C.G.M.M.; Adolf Bratt, Jan. 19; Italia, Feb. 2—both Pickford & Black.

To NEW ZEALAND PORTS.—Canadian Highlander, C.G.M.M., Jan. 25.

To AUSTRALIAN PORTS.—Canadian Cruiser, Jan. 14; Canadian Commander, Feb. 4—both C.G.M.M.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA)—Andalusia, Jan. 11; Caledonia, Jan. 25—both Pickford & Black.

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To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific, Feb. 4.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, Jan. 10; Achilles, Jan. 31—both Blue Funnel.

To YOKOHAMA, KOBE AND DAIREN.—London Maru, Osaka Shosen Kaisha, Jan. 17.

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To MELBOURNE, SYDNEY AND BRISBANE.—West Carmona, American-Australian Orient Line, Jan. 14.

To HAVRE, ANTWERP AND BORDEAUX.—Arizona, Jan. 17; La Marseillaise, Feb. 3—both Cie. Gle. Transatlantique.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Navigazione Libera Triestina, Feb. 4.

To MANCHESTER.—Pacific Enterprise, Furness (Pacific) Line, Jan. 13.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Drecht dyk, North Pacific Coast Line, Jan. 13.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Grootendyk, North Pacific Coast Line, Jan. 24.

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To KINGSTON, JAMAICA.—Canadian Miller, C.G.M.M., Feb. 6.

COMMERCIAL INTELLIGENCE JOURNAL

CANADIAN TRADE COMMISSIONERS

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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MR. JAMES A. LANGLEY'S VISIT TO MONTREAL

Mr. James A. Langley, Canadian Trade Commissioner to Japan, will be in Montreal from January 16 to February 4 to interview firms in that city and district who are interested in trade with his territory. Firms desirous of interviewing Mr. Langley are invited to communicate with Mr. H. C. Beatty, Assistant Secretary, Montreal Board of Trade, or Mr. R. W. Gould, Secretary of the Canadian Manufacturers' Association, Montreal.

SOUTH AFRICAN MARKET FOR FOODSTUFFS

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

I

Cape Town, November 21, 1927.—The import figures for 1926 show that there was a substantial decrease in foodstuffs imports over those which were imported into the Union during 1925, the respective values being £6,630,488 as against £7,415,684. British Empire countries obtained over 62 per cent of the 1926 total as compared with about 38 per cent for all foreign countries. Australia leads the field with a total import value of £1,095,110, of which 65 per cent is soft wheat and 23 per cent flour. Brazil follows closely with £979,394, which is almost entirely coffee, and is the only foreign country in the first rank of suppliers. Next in order come the United Kingdom with £937,843; India, £800,126, of which 55 per cent is rice and 23 per cent tea; Ceylon, £627,203, which is almost completely made up of tea; and Canada with £527,944. Beyond the United States with £406,332, and Holland with £286,062 (two-thirds of which is condensed milk), only two other countries export to the Union exceed-

ing £75,000 in value, viz. Norway (£140,063, of which 80 per cent is canned fish) and Argentina (£113,243, of which 55 per cent is canned meats and 30 per cent wheat). There is no single commodity which accounts for any large share of the trade of either the United Kingdom or the United States. The total of each is accounted for by a diverse selection of foodstuffs. Australia's large share of the wheat trade is due to the fact that the mixing ratio of flours for South African consumption is about one of Canadian hard to five Australian soft.

The value of Canada's share of the Union's import foodstuffs trade rose from £478,164 in 1925 to £527,944 in 1926, an increase of over 10 per cent, which is very gratifying when it is considered that the total foodstuffs imports from all countries in 1926 decreased by over 10 per cent. Wheat accounts for 51 per cent and flour for 20 per cent of the total, increases of 22 per cent and 6 per cent respectively in 1926 over the 1925 figures. Of the remainder, canned fish, principally salmon, accounts for about 15 per cent; rolled and Quaker oats, 3 per cent; confectionery, 3 per cent; fresh apples, 2 per cent; and full-cream cheese, $1\frac{1}{2}$ per cent.

Particulars of the items in which Canada obtains a share of the business, and others in which it is considered a share might be obtained, are given under the headings below.

SAUSAGE CASINGS

	1926		1925	
	Lbs.	£	Lbs.	£
Canada	35,434	4,246	94,670	7,150
United States	195,572	23,845	186,021	17,288
All suppliers	286,560	34,111	292,528	25,801

Canada's share of this item has dropped considerably since 1925, due mainly to competition from the Argentine and to increased supplies from Holland, which did not figure in South African imports of this commodity previously to any extent. Two Canadian companies are getting a certain amount of business. One of these has a fairly steady trade with the largest cold storage firm in South Africa. The casings most suitable for this market are the medium and narrow-medium skins, packed either in kegs (the 56-pound keg being the most popular) and in pails. At present there are two openings in the Union for Canadian firms who are in a position to compete with other imported offerings. Present prices are 7s. (\$1.70) c.i.f. Cape Town from English sources for narrow mediums in kegs.

BAKING POWDER

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	9,792	574	26,730	1,304
Canada	72	10	9	1
United States	631,300	67,045	801,600	82,954
All suppliers	643,136	67,895	828,579	84,274

As yet no Canadian firm has made any headway in this commodity in the Union. Two or three American brands and one or two English brands are fairly well established. These concerns advertise their products extensively. The American companies are represented by sole stockists, who are able, through buying on their own account, to give immediate service to local firms. The imports in 1926 decreased in comparison to 1925, due mainly to the 30 per cent protection which this commodity enjoys and to increased ability of local manufacturers to cater to local demand. It would appear that imported supplies will gradually decrease in the future, although importations will continue for some considerable time to come.

BISCUITS

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	145,313	9,564	124,818	8,181
Canada	100	4	302	96
United States	114,723	3,623	104,765	3,200
All suppliers	299,421	14,969	240,501	12,097

The figures for 1926 show an increase over those for 1925, in spite of the duty of 25 per cent which is levied upon this article. Canada's share of this business is as yet practically negligible, although considerable effort has been made during the past year by one Canadian concern to place their products on this market. The local product is not up to the standard of imported supplies but, except in the case of soda biscuits, the duty is a considerable handicap. The greater part of the trade of the United States under this heading is in the item of soda biscuits, and that of Great Britain is in the higher-class lines. Canadian offerings up to date have not been competitive with those from Great Britain.

BUTTER

	1926		1925	
	Lbs.	£	Lbs.	£
Australia	28,084	2,262	698,542	49,623
China	10,421	134	.....	.....
All suppliers	48,259	3,177	704,428	50,093

The figures for 1926 show a remarkable decrease in imports, principally due to the dumping duty on Australian butters. During 1925 Australia had practically a monopoly of this business. Considerable interest has been evinced in the local dairy trade, and progress has been made in the past year. The remainder of the demand has been supplied fairly effectively by the local product, although at an increased price, to the domestic consumer. Canadian firms do not seem to have ever shown much interest in this market in this commodity, and it is doubtful if the present is a favourable time to attempt to establish a footing. The bulk of Canadian butter supplies available for export are from the West, and the demands of the Orient and the lack of any direct regular steamship service to South African ports will militate against the introduction of Canadian butter into the Union for some time to come. The comparatively high price of Canadian butter as compared to Australian, will also tend to prevent competition. South Africa is just emerging from a butter shortage due to the protracted drought. Prices have been at a very high level for local butters, with imported supplies rising in price in sympathy. However, recent rains have relieved the situation and prices are expected to drop substantially. The quotations received by this office from Eastern Canadian firms show that they cannot compete with New Zealand prices in normal times, the market in the United Kingdom being apparently too good to make offers from South Africa in any way attractive.

CHEESE (FULL CREAM)

	1926		1925	
	Lbs.	£	Lbs.	£
Canada	147,984	8,788	74,005	4,672
Holland	68,911	3,538	53,937	3,125
Italy	67,935	4,098	78,170	4,259
Switzerland	33,510	3,387	23,530	2,308
All suppliers	336,817	21,413	247,315	15,741

Almost 50 per cent of the imports of this commodity for 1926 were obtained from Canada as compared with about 30 per cent in 1925. Canadian full cream cheese, especially the Kraft variety, obtains a ready sale in the Union. During 1926 Canadian cheese flooded this market, due to the introduction of several new brands, quality and price being so attractive that the market overbought con-

siderably. One Continental country placed an imitation Kraft cheese upon the market at reduced prices which caused a certain amount of concern to buyers of Canadian cheese, but the quality was so much inferior that no harm was done. Canada exports about ten or twelve tons a month to the Union, in spite of the duty of 30 per cent ad valorem or 4d. per lb., whichever is the greater. There is room for only two Canadian firms to operate profitably, instead of the half dozen or so who have lately been interested here. A duty of 25 per cent ad valorem and 6d. per pound on all other cheeses almost precludes the import of any type other than the full cream variety. This duty is almost 100 per cent and is very efficient protection to the local industry. The quality of local cheese is fairly good, but is not comparable to the average Canadian Cheddar. The Continental imports are mainly specialty and high class full-cream cheeses of well-known types such as Gruyere, Roquefort, Camembert, and Gorgonzola.

WHEAT

	1926		1925	
	Lbs.	£	Lbs.	£
Canada	46,352,414	271,545	36,555,134	222,652
India	6,610,080	36,672	4,861	44
Australia	129,862,010	718,686	195,671,479	1,110,306
United States	5,599,874	31,495	671,339	4,503
Argentine	5,896,659	32,239	52,511,353	302,082
All suppliers	194,322,055	1,090,643	285,638,698	1,640,962

During 1926 there was a considerable decrease in the imports of wheat from most countries, Canada being the main exception, and India and the United States having increased their share to a certain extent. The betterment of agricultural conditions in the wheat-growing districts and the increase in wheat acreage has tended to decrease the imports of this commodity. However, this industry has not yet attained sufficient proportions to make it likely that the entire demand for soft wheat will be filled from local products for some years to come. Practically the whole of Canada's share is hard wheat, whereas that of Australia is principally soft wheat. The blending ratio of flour in South Africa is about one hard to five soft, with the exception of Natal, which consumes much more hard wheat relatively than do the other areas. The South African milling industry is gradually decreasing in effectiveness, and in order to help this industry, the duties on wheat and flour are regulated in such a way as to encourage the import of wheat rather than of flour. Better grades of wheat—hard wheat particularly—are consumed by the white population, but as this population does not seem to be increasing in South Africa, it would appear that imports of Canadian wheat will remain more or less stationary. Some interest has been shown of late in obtaining connections with Canadian grain companies, but there seems to be a certain amount of apathy in this regard on the part of the latter. There are openings at the present time for two or three firms who desire representatives in the Union. Canadian wheat receives a rebate of 2d. (4 cents) per 100 pounds from the maximum duty of 1s. 7d. (38½ cents) per 100 pounds. The South African Customs authorities interpret strictly the preferential clause. Where Canadian wheat enters in bulk and is bagged in American elevators no rebate is allowed. In order to obtain the preference on bagged wheat which arrives via American ports, conclusive evidence must be submitted that the wheat has been bagged in Canada.

FLOUR AND WHEATEN MEAL

	1926		1925	
	Lbs.	£	Lbs.	£
Canada	13,775,354	105,591	10,799,815	99,925
Australia	42,430,777	293,086	45,469,751	329,754
United States	952,628	7,334	1,666,321	14,300
Argentine . . . . .	.....	.....	2,208,640	13,825
All suppliers	57,256,687	407,036	60,330,327	459,644

The imports of flour have been gradually decreasing for the last four years. The mixing ratio of one hard and five soft is apparent in the above import figures. In the Natal area the standard is somewhat higher, and the mixing ratio there is about one hard to three soft. Although the total import trade has decreased, Canada's share in 1926 increased about 30 per cent. The imports for 1925, however, are only about 60 per cent of those for 1924 and 65 per cent of these for 1923. The greater part of Canadian flour is imported for mixing purposes and is seldom used in bread-making in its normal state. Canadian flour receives a rebate of 4d. per 100 pounds from a maximum duty of 3s. 8d. per 100 pounds.

	MALT			
	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	2,436,494	27,100	3,843,478	53,445
Australia . . . . .	.....	....	1,106,617	14,772
Czechoslovakia	280,464	3,061	100,800	1,659
All suppliers	2,749,532	30,507	5,180,293	71,776

The imports of malt for the past two years were greatly in excess of those in 1924 and 1923. The imports in 1925 were over 500 per cent, and those in 1926 almost 300 per cent, greater than those in either of the above years. Usually all the ordinary types of malt are supplied locally, but during 1925 the prices abroad of both ordinary and special malts were so low that considerably increased imports resulted. This accounts for Australia's fairly large share of this trade in 1925 and her absence from the figures in 1926. Prices abroad have become much more stable, and it is expected that this year's imports will more closely approximate the average of 1,000,000 pounds. In general, all special qualities of malt are imported, the United Kingdom and Czechoslovakia being the principal suppliers. Bohemian malt is required for Pilsener lagers and English malt for the heavier ales. Local malt is the base and is built up by these special varieties which are not made locally.

	OATMEAL			
	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	1,372,418	20,585	950,841	14,357
Canada	122,428	1,076	740,404	6,293
All suppliers	1,526,738	22,050	1,757,724	21,624

Great Britain had practically a monopoly of this trade during 1926. One or two large British firms who are well established in the Union are responsible for the imported supplies. There is a fairly wide demand for oatmeal in South Africa, and it is unlikely that there will be any decrease in the figures. This item includes a certain amount of tinned porridge in addition to ground oatmeal. Up to 1925 this item included rolled and Quaker oats, but the latter have now been differentiated in the Customs returns and are shown separately below. Canada's previous predominance has been transferred to the new item.

ROLLED AND QUAKER OATS

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	48,900	605	561,517	8,636
Canada	2,203,188	17,487	2,361,219	20,414
United States	305,148	4,724	261,220	4,912
All suppliers	2,558,966	22,833	3,203,232	34,156

Canada has practically a monopoly in this item insofar as imported supplies are concerned, the bulk of the business being done by one company. A

fair amount of the total is packaged goods, but there is a very considerable trade in bulk. These oats in bulk are packaged in South Africa to a considerable extent and sold under local labels as a South African product. Local mills are making a strong bid for this trade aided by a duty of 3s. (73 cents) per 100 pounds and particularly favourable inland rail rates. Agitation for an equalization of these rates has not changed the position for the better and it would appear that imported supplies will gradually decrease.

CHOCOLATES

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	1,128,268	102,263	845,831	76,837
Canada	144,170	15,808	117,682	13,251
Holland	208,362	12,736	111,137	6,881
Switzerland	339,100	30,233	155,978	16,643
All suppliers	1,916,135	168,593	1,281,507	118,394

A notable feature for last year is the increase in Canada's share of this trade. It has grown gradually during the past few years, in spite of a duty of 35 per cent or 3½d. per pound, whichever is greater, until high-grade Canadian boxed chocolates are accorded the premier position in the South African market. They are advertised as Canadian chocolates and have an excellent reputation. The care in packing, the box designs, the general set up, and the excellence of the product itself, have made Canadian boxed chocolates very popular with the high-class trade in the Union. Following on, a considerable trade is now being obtained for similar high-grade varieties in bulk. From present indications, Canada's share in this item should continue to increase materially year by year. Local firms are interested in making connections with Canadian chocolate manufacturers.

OTHER MANUFACTURED SWEETS

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	1,177,624	80,791	1,503,818	103,013
Canada	35,656	3,952	19,473	2,216
United States	151,709	10,858	114,946	8,148
All suppliers	1,518,729	105,386	2,162,626	145,371

This item includes all manufactured confections other than crystallized fruits, bon bons, surprise packets and crackers, treated gingers and natural sweetmeats. The above figures deal with bottled goods such as bullseyes, fruit acid drops, etc.; packaged jujubes, pastilles, etc.; wrapped caramels, kisses, etc.; bulk—all types of boiled goods, marshmallows, Turkish delight, nougat and other unenumerated confections of the cheaper varieties. The United Kingdom is supreme in this trade, controlling about 70 per cent of the total imports, but all countries seem to be rapidly losing this market due to local competition. The 1926 total imports are less than half of the 1923 figures, only 60 per cent of the 1924 figures, and 70 per cent of the 1925 figures. Further decreases are looked for in future years due to the headway which the local industry is making.

The United Kingdom's share of the trade in bon bons, surprise packets and crackers, totals about 80 per cent; France has 75 per cent of the trade in crystallized fruits; Hong Kong and China together control 85 per cent of the imports of treated gingers, and the United Kingdom has 85 per cent of the trade in other sweetmeats.

TRADE OF THE AFRICAN SUB-CONTINENT

TRADE COMMISSIONER G. R. STEVENS

[Former reports in this series have been published serially in Nos. 1216-1223 and Nos. 1232-1233, and 1245-1249, and dealt with political divisions and population; production and natural resources; water communications of the countries; the distribution systems of Central and East Africa; customs tariffs; documentation; and confirming houses, finance and terms of payment; trading licenses; advertising; and trade returns of the Rhodesias, Southwest Africa, Mozambique, Nyasaland, the Belgian Congo, Kenya and Uganda.]

The Market for Certain Canadian Products

In the case of certain Canadian export staples, it is proposed to supplement the information upon the markets of the sub-Continent, which has been furnished in previous sections of this report, by more detailed investigations. There are difficulties in deciding which Canadian products should be granted more particular treatment, but in the main, only such commodities will be discussed as are exported by Canada, not only to the British Empire, but to all other parts of the world. From this detailed investigation, the imports into the territories which are signatory to the South African Customs Union—Southwest Africa, Southern Rhodesia and Northern Rhodesia—are omitted, as in all respects the demand therein is analogous to that of the Union of South Africa, which has been made the subject of a separate report.

It has not been found possible to furnish statistics in the case of all sub-Continental territories. Statistics of recent date are only available in the case of the British Colonies and Protectorates of Nyasaland, Tanganyika, Zanzibar, Kenya, and Uganda. While other areas, such as the Portuguese Colonies and the Belgian Congo, will be discussed, no figures will be given, as they would not convey a fair impression of the present demand.

FOODSTUFFS

Broadly speaking, the European entrepreneur must bring his foodstuffs with him when he comes to Africa. Moreover, he is certain to communicate his habits to his immediate African associates. The celerity with which such associates adopt his habits depends upon the strength of the tribal organization. In areas where the tribe is still strong (as in Northern Rhodesia, upon the Athi Plains, and around the mouths of the Congo), the market which the European creates for his foodstuffs is comparatively limited. But in the other areas where detribalization is progressing (such as in Southern Rhodesia, in Uganda and in the Katanga), a considerable market arises with its nucleus in every European settler.

This principle must be remembered in determining the relative value of any territory in its purchases of overseas foodstuffs.

DAIRY PRODUCTS

The imports of the principal dairy products, which are butter, cheese and condensed milk, into Kenya and Uganda, Tanganyika, Zanzibar and Nyasaland, were as follows during 1926:—

Butter—	Cwts.	£
Kenya and Uganda	17	203
Tanganyika	943	9,366
Zanzibar	86	905
Nyasaland (including cheese and fats)	504	2,214
	1,550	12,688

Cheese—	Cwts.	£
Kenya and Uganda	118	1,411
Tanganyika	332	3,088
Zanzibar	73	656
Nyasaland	(Included in butter)	
	523	5,155
Milk, condensed—		
Kenya and Uganda	8,931	32,537
Tanganyika	4,371	15,787
Zanzibar	3,764	11,399
Nyasaland	162	478
Total	17,228	60,201

BUTTER

The local consumption in Kenya amounts to about 200 tons per annum, and the present Kenya production is in the neighbourhood of 300 tons. This butter is all produced upon the Kenya Highlands at a high cost, and the industry at present cannot face competition. Kenya butter, therefore, receives the heavy tariff protection of 1s. per pound, which assures it the home market and permits it to export the surplus at a much lower figure. Kenya butter is of good quality and finds a ready sale in contiguous territories. As Uganda is in a Customs Union with Kenya, all her imports originate in the neighbouring colony. As far as butter is concerned, there is therefore no market available in either of these territories.

With reference to Tanganyika, Kenya butter is able to fill the demand, and in 1926 Kenya supplied approximately half of all imports into that territory. In the case of Zanzibar, however, Kenya only supplied about one ton out of the six tons of fresh butter imported in the course of the year. She sent no butter to Nyasaland at all. It is therefore apparent that Kenya's ascendancy in this trade is local, and that markets exist for overseas butter in other parts of the sub-Continent.

Closely supplementing the demand for fresh butter is a considerable trade in tinned butter and ghee, the latter being the clarified Indian product. The consumption of ghee in Kenya, Uganda, Tanganyika, Zanzibar and Nyasaland is considerably greater than that of ordinary butter. There is a large import trade, as well as considerable local production, particularly in Tanganyika, from whence 300 tons of ghee were exported to Kenya and Uganda during 1926 as well as lesser quantities to other nearby territories. Ghee is the precursor of butter, but its price is so much below that of butter that no extension of the latter trade need be anticipated in the near future.

There remains a third division of the butter trade which is worthy of note. This is in tinned butter, for which there is a certain demand, not only in the British Colonies and Protectorates but in Portuguese and Belgian territories as well. This demand arises in the more outlying areas, and in total the imports reach a fair figure. Broadly speaking, a good quality of tinned butter is imported at a price not below Canadian offerings. At present such tinned butters are supplied to the East Coast of Africa from India and Burma and to the West Coast and Central Africa from Holland and Scandinavia. It is impossible to give a precise estimate of the extent of such trade, but for all of Africa south of the Equator and outside of the South African Customs Union, it must amount to several hundred tons annually. Such supplies are invariably purchased either in Calcutta or in Europe, by buying agents for the African importers. It is a trade which Canadian exporters could reach, but only at the expense of very considerable trouble to themselves.

CHEESE

The cheese demand of the sub-Continent is closely allied to that of butter. Beginning at Kenya, one finds a local cheese industry fairly well established through the support of a protective duty of 1s. per pound. This duty enables Kenya and Uganda to reduce cheese imports to a negligible figure. Only small quantities of British, Dutch, and Swiss cheeses come in. It also enables Kenya to supply Tanganyika with over half of her cheese requirements. Here, however, her exports cease. It cannot be said that Kenya cheeses are of outstanding quality, and if there were any discriminating demand in the sub-Continent, a considerable market could be created for overseas supplies. As it happened, however, cheese is essentially an European article of diet, and the imports into the more primitive parts of Africa are inconsiderable. In Nyasaland the item is not important enough to warrant differentiation in the Customs returns. In Portuguese East Africa and Angola the imports are restricted to a very small quantity of tinned cheeses of European type. In the Belgian Congo a slightly greater market exists, there being a certain import of South African cheddars, in addition to the trade in tinned Continental cheeses. The whole demand, however, is so limited that Canadian exporters need not investigate it at the present.

CONDENSED MILK

All condensed milk is imported and it is, of all dairy products, the first commodity to attract the native. From his point of view it is cheap, sweet and original. In the neighbourhood of any European settlement the demand for condensed milk spreads rapidly.

The demand would appear to be increasing in every part of the sub-Continent, perhaps more rapidly than that for any other imported foodstuff. At present sales are restricted to sweetened condensed milks, there being no market for evaporated milks or milk powders.

In all parts of the sub-Continent the Anglo-Swiss combine has the bulk of the business, due to being first in the field, and to their marketing methods. Depot stocks are carried in the principal centres from which the Bazaar traders can draw. No merchant would indent while such stocks are available, as the trouble and expense of importing small parcels would be more than the business is worth.

The only possible way of introducing another milk would be to form a connection with some wholesale distributor, giving such distributor sufficient credit to enable him to turn over his stocks before making payment. But even if a Canadian firm were willing to make such arrangement, there would be great difficulties in the way, as the Bazaar trade has become so accustomed to the Anglo-Swiss product that, as in many primitive countries, the trade mark of the familiar article has become generic and the original name of the commodity has been forgotten. For example: the Anglo-Swiss milk is marketed in Kenya under the name of "Asli", which in Swahili means "The Thing". This is also the Swahili word for "condensed milk". The competitive difficulties which arise from such an advantage are almost insuperable, and until the demand expands considerably, it will probably be impossible for a second firm to share the business.

WHEAT AND FLOUR

During 1926 wheat and flour were imported into the principal sub-Continental areas as follows:—

Wheat—	Cwts.	£
Kenya and Uganda	2,820	2,611
Tanganyika	5,814	5,536
Zanzibar	6,043	5,852
Nyasaland (including wheat flour)	5,032	4,823
Total	19,709	18,822

Flour—	Cwts.	£
Kenya and Uganda	58,151	57,807
Tanganyika	35,386	39,673
Zanzibar	52,042	52,275
Nyasaland (included in wheat) . . . . .	....	....
Total	145,579	149,755

In addition to the above trade, there is a considerable import into the Belgian Congo, Angola, and Mozambique. For the Portuguese colonies there are no figures available, but the importations into the Belgian Congo in the last recorded year (1924) amounted to 29,335 cwts., or roughly the same as Tanganyika's requirements in 1926. There cannot be the slightest doubt of the future of the flour trade of the sub-Continent. Of a native population of perhaps 30,000,000, probably not more than 5 per cent are flour eaters at present. Yet in course of time all this native population will be wheat consumers, as experience proves that any native race will desert its traditional foods for bread. Every native who is compelled or persuaded, as a result of new desires, to sell his labour is almost certain to become a wheat consumer at his earliest opportunity.

The peculiar significance of this development lies in the fact that, barring small areas in North Africa (which are too far removed to ever be sources of supply for the sub-Continent), the Kenya Highlands, and a small belt in the Union of South Africa, are the only wheat areas in the entire Continent. Wheat and flour must continue to come from abroad.

At present Kenya is the largest centre of consumption. In addition to imports, there are several flour mills in that Colony. The flour is manufactured out of Kenya wheat, which is grown at altitudes of from 8,000 to 10,000 feet, almost on the Equator. This wheat is of excellent quality, being regarded as the equal to No. 1 Northern. The yield is small, amounting to not over 10 bushels per acre, and it is doubtful whether under ordinary circumstances the crop would prove to be economical. The production, however, is aided by means of preferential rail rates and high import duties. The acreage is increasing slowly. The present production is between 4,500 and 5,000 tons annually. There is no wheat for export, and it is necessary occasionally to import Indian wheats to supplement the local production.

It is impossible to obtain reliable figures of the flour production of Kenya, but during 1925 something over 5,000 tons of wheat were milled. Of this production practically all was consumed in Kenya and Uganda, although a small quantity of Kenya flour did reach Tanganyika.

In regard to imported supplies, a considerable trade is to be noted. Imports have increased steadily of late years. At the moment the imported flour users are neither Europeans nor natives, but Arabs, Indians, and Goanese. There are approximately 100,000 of these peoples in East Africa, forming the trading classes. It is they, rather than the Europeans, who set the taste for the native population. These Indians, Arabs, and Goanese are all flour eaters, but they are not bread eaters. The majority of their cereal foods consist, in one form or another, of the fried doughs which are the basis of Indian cookery. On this account these peoples will only employ special Indian flours, which are particularly adapted to such purposes. In so far as Kenya and Uganda are concerned, there is no demand at all for flours of Canadian type. The local hard wheat flour satisfies the European requirements and the Bazaars use the finely-milled, soft, white Indian product. In 1926 every pound of flour imported into Kenya and Uganda came from India, and the same was true of Zanzibar. Nearly all this flour originated in three Bombay mills, all of which supply the same grade, under the same mark. The importers will have no other.

At the beginning of 1927 the average price of this Indian flour c.i.f. East African ports was 22s. 6d. (\$5.47) per cwt. of 112 pounds.

The situation in Tanganyika, however, is a little different. Out of flour imports amounting to 35,386 cwts. in 1926, only 24,231 cwts. were of Indian origin. The balance was drawn from several sources, with Australia the predominating supplier. The reason for the import of other than Indian flours lies in the restriction of Indian migration into German colonies prior to the war. In Tanganyika the natives became familiar with European, rather than Asiatic, habits. Moreover, the Tanganyika bakers are Goanese, instead of Indians as in Kenya, and these Goanese are more conversant with the various qualities of flour. They use a certain amount of hard wheat flour at all times. Two American mills have a small but steady business at Dar-es-Salaam, supplying the same qualities of flour as Canada exports.

The business for good flour is not large, but in contradistinction to other parts of the sub-Continent, a demand already exists.

The Mozambique flour trade is almost completely restricted to the small white population, and the same is true of Nyasaland. Both of these territories grow considerable maize, and in both instances the native populations are still tribalized. These circumstances restrict the development of the flour trade, particularly in view of the embargo upon the import of Mozambique native labour into the Union of South Africa. On the gold mines these natives in the past have become familiar with bread, which they never saw in their native villages. Owing to the lapse of the Labour Convention, however, these natives are no longer coming to the Rand in such numbers.

In the Belgian Congo there has been little development in the native demand to date. The labour in the Katanga is largely imported from Northern Rhodesia. The tribal organization has been retained and the native relies upon indigenous foodstuffs. In so far as the present trade is concerned, the figures show the Congo imports to have originated in Belgium and South Africa. However, a considerable quantity of American and Canadian flours reach the Congo through both of these countries. Canadian flours are well known in Elizabethville, and the bakers blend in the same proportion as in South Africa, namely, one bag of Canadian second patent to four bags of Australian or South African soft wheat flour. In the course of time there will be a considerable flour trade in the Congo, particularly in the Katanga, but at present the market is too small for Canadian firms to consider separate representation there. The majority of South African agents representing Canadian flour mills have sub-agents in the Congo, and bakers there are quite content to buy Canadian flours ex South African stocks.

IMPROVED IRISH FREE STATE CONDITIONS

TRADE COMMISSIONER F. W. FRASER

Dublin, December 19, 1927.—A marked improvement is noted during the past few months in the Irish Free State economic situation. It is generally felt that conditions are more healthy than at any period since the Free State was formed, and the success of the second National Loan amounting to £7,000,000, which was issued at 97 to yield just slightly over 5 per cent and which was oversubscribed, is striking evidence of the confidence felt both at home and abroad in the fundamental stability of the country.

The trade returns for the first ten months of the year are encouraging in that they show a declining adverse trade balance. Exports during this period increased from £32,754,428 in 1926 to £34,796,933, or by slightly over 6 per cent. Imports increased from £48,947,178 to £49,703,350, or by less than 2 per cent. A preliminary statement recently issued by the Statistics Branch, Department of Industry and Commerce, reports a decrease of 145,011

acres in the total acreage under crops, or a decline this year of 3.8 per cent as compared with last year. On the other hand, the report shows that the numbers of live animals in the country have increased in nearly all classes.

Both wholesale and retail prices are generally lower this year, but bank clearings at Dublin show a substantial increase over last year. Total clearings up to December 17, 1927, amounted to £243,751,300 as against £240,503,800 for the corresponding period in 1926. It is thus apparent that a larger volume of business was done within the country, and this assumption is borne out by the traffic returns of the Irish railways which show an increase over last year, both in the amount of freight handled and in earnings.

Retail trade in Dublin is reported as being brisk, and it is predicted that the Christmas trade this year will exceed that of recent years by a wide margin.

Returns from the Irish Free State fishing industry show continued improvement, although lower prices prevail for practically all classes of sea products. The total landings for the period January to September, 1927, were nearly 110,000 cwts. greater than in the corresponding period of 1926, an increase of nearly 25 per cent in quantity. The value, however, showed an increase of only 12½ per cent, the figures being £280,889 for the 1926 period and £316,646 for 1927.

The cost of living index number for October, 1927, shows an increase of four points as compared with July last, but a decrease of fourteen points as compared with October, 1926. According to the *Irish Trade Journal*, the increase as compared with July is stated to be due to seasonal higher prices of eggs, butter and milk in the food group, and to slight all-round increases in the clothing group. The decrease as compared with October, 1926, is due chiefly to lower coal prices, and to lower prices in both the food and clothing groups. The Irish Free State index number for October, 1927, was 175 as compared with 167 for Great Britain and Northern Ireland, the basis being 100 for July, 1914.

TRADE BAROMETER OF THE WEST OF ENGLAND, SOUTH WALES, AND SOUTH MIDLANDS

TRADE COMMISSIONER DOUGLAS S. COLE

SOUTH WALES TRADE POSITION

Bristol, December 24, 1927.—The first welcome trade news in many weeks for South Wales has just become available inasmuch as the French restrictions on imports of British coal imposed last May 25 have been removed, and a large order for 100,000 tons of Welsh coal for the Egyptian State railways has been definitely placed with a Cardiff firm. Owing to the restrictions imposed by France, coal imports into that country were reduced to the extent of 400,000 tons from June to September, the bulk of this falling on South Wales.

At the recent annual dinner of the Bristol Channel Steamship Owners' Association held in Bristol, Mr. Phillip Runciman spoke of the new outlet for coal through its use in a pulverized condition, which would be fed to ship's boilers in the same manner as fuel oil. He mentioned the initiative of the United States Shipping Board in effecting this installation on one of their boats with the necessary apparatus in order to test out the real merit of such pulverized coal as a fuel.

The proposal of some of the English coal fields to adopt a restriction of output scheme to stabilize prices has created fresh interest in the Welsh coal owners' marketing scheme. Exporters, however, continue to regard the proposals as impracticable owing to the opinion that prices must eventually be determined

by competitive foreign values. There is no prospect of the present enormous standing stocks of coal being reduced to normal proportions until the early part of 1928.

At the annual meeting of Baldwins Limited, the Chairman of the company stated he saw some signs of improvement in the collieries, but a very menacing increase of steel and iron imports into this country; he estimated the total value of steel imported into Great Britain in 1927 at \$175,000,000. He stated that it had been decided to close down the company's plant in Toronto, but to retain the Montreal plant.

CONDITIONS IN THE MIDLANDS

Business in Birmingham and Coventry is decidedly better during the past month and in the latter case there has been a distinct improvement in the motor car, motor cycle and cycle manufacturing trade. As this affects all types of accessory trades, this improvement is most appreciated after months of stagnation. Reports also indicate that for commercial vehicles orders are fairly plentiful. In the Wolverhampton area the hollowware trades have been quiet for several months, but aluminium works are fully employed. Improvement in the motor car trade has aided production of rubber tires, and in this respect unemployment figures are showing a decrease.

Northampton and Leicester areas report satisfactory but rather patchy business throughout the boot and shoe trade. The heavy increase in the price of hides is definitely tending towards increased prices for boots and shoes and undoubtedly the deepest part of the price curve has been reached. The demand for leather continues very strong and supplies have been permitted to become so inadequate that only a portion of the business offering can be handled. In November the rise in value of leather has been continuous; sole leather went up 6 cents per pound.

UNEMPLOYMENT

In the southwest of England unemployment returns show that there were 832,980 insured under the Government's social scheme and of this number 8.4 per cent (69,990) were unemployed, an increase of 0.8 per cent over October and a decrease of 2.1 per cent from November, 1926.

In the Midlands there were 1,783,420 insured of which 8.2 per cent were unemployed or a total of 146,240 persons. This is an increase of 0.9 per cent over October, 1927 and a decrease of 2.1 per cent from November, 1926.

The worst section of this entire area is South Wales, where there were 629,190 workers insured and of this number the enormous percentage of 21.5 per cent (or 135,275) were unemployed, a decrease of 1.7 per cent over last month, but an increase of 0.2 per cent from last year. For these depressing figures the disastrous situation as affecting the coal and allied industries is largely responsible.

BANK CLEARINGS

Bank clearings for the principal centres in this area for November 1926 and 1927 together with aggregate to December 10 for both years are as follows:—

	1926	1927
Birmingham.. . . .	£ 10,392,000	£ 11,849,000
Aggregate.. . . .	117,033,200	125,491,400
Bradford.. . . .	5,310,000	6,262,000
Aggregate .. . . .	.....	.....
Bristol.. . . .	4,931,000	5,324,000
Aggregate	56,495,000	57,340,000
Leicester	3,593,000	3,795,000
Aggregate	37,867,400	39,964,000

The extraordinary position presents itself that bank clearings are heavier this year despite depressed conditions. The explanation, according to the banks, is increased stock market speculation on the part of the public.

The industrial revolution which is taking place—a revolution from coal to electricity and fuel oil, and from individual workmanship to mass production methods—presents in Great Britain a problem of unusual difficulty. An abnormal situation has been created in practically all trades, with heavy unemployment in the basic industries whose profits in the past have given Great Britain her commercial supremacy. A singular feature in the situation is that the luxury trades are making great profits at a time when the country's basic industries are dull. The common and preferred shares of companies engaged in such industries as brewing, tobacco, silk, and motor vehicles are all at a very high level, and on the basis of parity at which the shares were originally issued show magnificent profits. The depression in the basic industries, on the other hand, is strikingly borne out by the market quotations of shares of coal, iron and steel companies. At the present time over 10 per cent of the entire population are employed owing to stagnation in these industries.

NO IMPORT TAX ON MALTING BARLEY IN GREAT BRITAIN

TRADE COMMISSIONER HARRISON WATSON

London, December 22, 1927.—The British Government announces that it has been obliged to refuse the application made by United Kingdom farming interests for the imposition of a Customs import duty on malting barley.

The report issued simultaneously shows that the present decision is largely based upon a very thorough investigation of the same subject which was made in 1923 upon the receipt of a similar application. At that time the Agricultural Tribunal, who considered the question, recommended "that a duty of 10 shillings a quarter should be imposed on imported malting barley, to be collected at the brewery, distillery or malthouse, with a preference of one-third on barley imported from the Dominions". The duty suggested by the Tribunal was therefore an Excise and not a Customs impost.

The Chancellor of the Exchequer thereupon appointed a Special Committee on October 15, 1923, "to consider the various methods of levying a Customs duty, and to report what in their opinion was the most convenient form of duty". The Committee—which included representatives of every branch of the barley industry and trade—in a report issued on November 5, 1923, stated that as they were not asked to concern themselves with the question of policy but of expediency, it was unnecessary to hear witnesses, more especially as such action would cause delay. After full consideration of all points, the Committee made a number of recommendations as to the most suitable manner in which a Customs duty could be imposed and collected. No further action was, however, taken by the Government.

In the report, which bears the date December 14, 1927, the British Government explain the reasons why the adoption of an import tax has been found impracticable after a full investigation into every aspect of the subject. Chief causes are the practical impossibility of distinguishing between barley imported for malting purposes from barley to be utilized for other objects, and the position that the only alternative—the taxing of all varieties of imported barley—would create a hardship for agriculturists who require large quantities of cheap imported barley for feeding livestock. At the same time, commercial treaties already entered into with various foreign Governments make it impossible for the British Government to impose an Excise duty on imported barley, leaving home-grown barley duty free.

The report also contains a detailed account of the various difficulties which have been encountered in the further investigation which has just taken place, and summarizes in clause 13 the reasons for their conclusions, as

follows: "A Customs duty on imported malting barley, therefore, would be difficult to administer, would be open to the possibility of evasion, would impose irritating restrictions on all traders in barley and malt, and would be of doubtful advantage to the farmer."

The Government's decision is of special interest to Canada insofar that the prospects of exporting Canadian barley to the United Kingdom for the use of maltsters and brewers is the subject of extended investigation at the present time. As has already been reported by this office, the drastic change in public taste whereby light types of beer are now preferred to the old heavy qualities has created a possible outlet, not previously existing, for varieties of barley already grown in Canada, in replacement of similar types of barley which must now be imported from foreign countries.

If results confirm this position, experience already gained in other commodities indicates that the adoption of an import duty, combined with Imperial Preference, is usually of definite advantage to Canada. A factor in the case of barley is that despite representations which have been made upon behalf of United Kingdom growers of barley, certain types which are necessary for malting must be imported from abroad, because no similar kinds suitable for these particular purposes are at present grown in the United Kingdom.

BRITISH MERCHANDISE MARKS ACT

Mr. Harrison Watson, Canadian Trade Commissioner in London, writes under date December 23, 1927, that the Law Officers of the British Government have issued a ruling upon a doubtful point which was referred to them as a result of events which took place during the recent inquiry made by the Standing Committee, when taking evidence in connection with the application for the compulsory marking of imported apples.

It should be explained that in cases where compulsory marking has been adopted and orders to that effect issued, marking in certain cases is confined to when the commodities are actually exposed for sale in the United Kingdom; while in other instances the articles have to be marked with an indication of origin upon their importation into the United Kingdom.

After duly considering the matter, the Law Officers have definitely laid it down that whenever, either in the statute, or in an Order made under it, the word "sale" is used, it includes both wholesale and retail trade.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

MOTOR VEHICLES IN INDIA

TRADE COMMISSIONER H. R. POUSSETTE

II

NUMBERS REGISTERED

Calcutta, November 23, 1927.—On the 31st March last there were registered in British India 124,228 motor vehicles of all classes. These were divided into 88,767 motor cars which included taxi cabs, 13,796 heavy vehicles used as passenger buses, lorries, etc., and 21,665 motor cycles which included scooters and auto wheels. The figures set out below show the registration of motor vehicles by provinces.

An error was made in the first part of this report, wherein it was stated that Calcutta possessed about 40 per cent of all the vehicles registered in this country; this should have read approximately 20 per cent.

Province	Motor cars including Taxi-cabs. Number	Motor Cycles, etc. Number	Motor Lorries, etc. Number	Total. Number
Bengal, including Calcutta.. . . .	19,938	3,574	2,144	25,656
Bombay City.. . . .	10,079	868	787	11,734
Bombay Presidency (excluding Bombay City and Sind).. . . .	6,189	688	161	7,038
Madras City.. . . .	8,306	2,207	992	11,505
Madras Presidency (excluding Madras City)..	4,219	1,548	2,592	8,359
United Provinces.. . . .	5,969	2,160	1,597	9,726
Punjab.. . . .	8,207	3,100	298	11,605
Burma.. . . .	9,888	2,699	2,098	14,685
Bihar and Orissa.. . . .	4,429	895	751	6,075
Central Provinces.. . . .	3,105	837	790	4,732
Sind.. . . .	2,087	812	131	3,030
Delhi.. . . .	2,907	792	359	4,058
Northwest Frontier Province	1,737	1,136	568	3,441
Ajmer-Merwara.. . . .	199	79	28	306
Assam (a).. . . .	1,508	270	500	2,278
Total.. . . .	88,767	21,665	13,796	124,228

(a) Figures relate to motor vehicles registered during the year ended December 31, 1926.

INDICATION OF TRADE

According to the reports of dealers, sales during the Monsoon season were considerably higher than during the same period last year. The Monsoon is that time of the year which falls between about June 1 and the middle of October and is the wet season of India. During that time the weather is exceedingly heavy and business consequently falls off. It is most encouraging for the future of the automobile business that dealers should report so encouragingly on the trade during the season just closed.

CLASS OF VEHICLES IN DEMAND

So far as motor cars are concerned, the demand, generally speaking, is for cheap to medium-priced cars, and it is highly probable that the demand will continue along these lines. Canadian cars which are being imported into India are admirably adapted for the requirements of the country so that unless other countries are able to capture this trade with a better vehicle at a lower price, India is likely to remain a profitable customer for the Dominion for an indefinite number of years.

The demand for motor buses is for a light and cheap class of chassis capable of supporting a body that will accommodate about sixteen passengers. It has

been stated in the former part of this report that traffic by motor buses in the country districts is growing rapidly. The vehicle most suitable for this is one running up to one ton. Heavier vehicles are not suitable owing to the weakness of the bridges on the roads and to the fact that they are not economical, as they require too many passengers to run at a profit. A further reason for a light vehicle is the question of cost, the reason for which will be given lower down. These buses should have a high ground clearance and a large radiator capacity owing to the extreme heat which is encountered on Indian roads during about seven or eight months of the year. The lubrication system should be very efficient and if possible foolproof. The carburettor and magneto should be set high as this is necessary in the event of rivers having to be forded. The springs ought to be fairly heavy.

The competition for bus traffic is exceedingly keen, particularly in the cities. Outside of the cities, and to a lesser degree in the cities also, motor buses are frequently purchased by Indians who have had some training in motor garages. They purchase a bus probably on the credit of some member of the family, or a friend, and commence operations. With these people price is important and they invariably choose a low-priced vehicle. Knowing nothing about costing, and by nature not being inclined to look far ahead, they fix the fares at a price that will enable them to pay the interest on the loan for the purchase of the bus, for petrol and oil, even possibly for tires, and they also allow enough to afford them a small working wage. They do not, however, as a rule allow anything for depreciation. It is perhaps unnecessary to add that they do not hesitate to overload. If a bus on a new route is successful, it probably draws competition. It may be a route connecting villages with one another or connecting them with a railway line. If competition sets in, the driver owners commence cutting prices until they reach a fare that is absurdly low and is not sufficient to do more than pay the barest running expenses. The natural consequence of this is that eventually the bus wears out, and the driver owner having provided nothing for depreciation, finds himself out of a job and his guarantors find themselves out of the funds which they advanced for the purchase of the vehicle.

The same sort of competition to a lesser extent goes on in the cities, but the tendency there is for motor bus traffic to gradually come into the hands of companies. In Calcutta the tramway company run a system of buses which on some streets parallel their own trams. Eventually no doubt motor bus traffic will become properly regulated and will be conducted and controlled by proper companies. When this takes place—which no doubt will not be for some years—it will be to the advantage of all concerned.

INFLUENCE OF MOTOR BUS

One effect of the motor bus traffic is that it has led to the establishment of a new class of business—that is, the building of bodies for these vehicles. Numbers of motor buses are imported entire, but it is highly probable that the tendency will be towards importing the chassis and constructing the bodies locally. Indian labour is cheap, and in some cases fairly efficient, and while it may not be capable of constructing the bodies of the best class of bus to compete with foreign manufacturers, there is no doubt it can easily do so for the class of vehicle that is required for country traffic.

TRAILERS

Comparatively few trailers are seen about the streets in the cities, and rarely are they observed in the country. From inquiries made it would appear that a little more interest is being shown in this class of vehicle, and it seems

probable that in the future their value will be increasingly recognized; doubtless this will follow the development of the carriage of goods by motor transport. As pointed out in an earlier part of this report, the carriage of goods is as yet almost entirely in the hands of buffalo and bullock carts, and they will not be displaced without a struggle, as in some instances they are controlled by strong vested interests. Their drivers are keenly alive to their precarious position, and can be depended upon to do all in their power to obstruct the motor lorry which enters into competition with them. Owing to the enormous number of carts, it is not difficult for them to combine in such a way as to very seriously interfere with the efficient working of motor lorries.

One instance of the effect which motor transport will have upon bullock carts is afforded by one of the railways in this country. They have contracted for the handling of certain classes of goods with a local company who employ four tractors with twelve trailers. The employment of this number of trailers is found to be economical as it enables the tractor to be kept steadily employed; while one is being drawn, the others can be loaded or unloaded, consequently there is little loss of time. These four tractors have displaced from 75 to 100 bullock carts and have brought on a war with the owners. It can be only a matter of time when the interests behind the bullock carts will come to realize that they cannot longer retard the wheels of progress, and economic pressure will compel them to exchange their antiquated vehicles for modern ones.

ROAD DEVELOPMENT.

The influence of motor transport in India is likely to be immense, perhaps even greater than that of the steam roads in the last century. The building of roads will bring about great social and economic changes in India. In the early days most of the villages knew little beyond the confines of their own small community; intercourse between villages and towns was confined to the very few. With the advent of the railways these conditions changed, it became easier for people to move about on their own affairs, and on pilgrimages, etc. But the facilities afforded by steam railways were as nothing to those which will be afforded by road vehicles as soon as the country is provided with better highways. It is highly interesting to speculate as to just what the effect will be when India is covered by a network of good roads and when there will be perhaps four or five or ten motor vehicles for every one that is in use to-day. Whether Indian railways will follow the course of some of the railways in the Western Hemisphere and develop road transport systems remains to be seen. It will doubtless be realized, if it is not already, that motor buses will bring to the railways a huge amount of passenger traffic that is at present quite untapped.

LIMITATION OF BUSINESS.

It is thought by some that since India is a very poor country with an extremely low earning power per capita that the field for the sale of automobiles is likely to be an extremely limited one. Surveying the country as it is at present, undoubtedly this is true, but it does not take into account the steadily increasing desire for a higher standard of living, and for the increased earning power which is likely to take place. The desire for an article by those who feel they cannot afford it, usually if the desire is strong enough, leads to the study of ways and means for acquiring it. This applies to automobiles. As the use of these vehicles gradually spreads it will be felt, as is the case in other countries, that the possession of one is not a luxury but a necessity. As this idea pervades the community, undoubtedly it will lead to people working harder in order to enable them to gratify their desire. The earning power of the Indian per capita is so low that it leaves a very wide margin for improvement providing he is

actuated by a sufficiently strong desire to increase his standard of living. A comparatively small increased earning power would bring through its economic consequences a very large number of people into the orbit of the automobile.

Canadian manufacturers, if they are to hold their position in this market, and to improve upon it in view of likely development, should study its requirements and also local conditions. A motor car that will stand up under Canadian conditions may not act in a similar way in India owing to the great difference in climate. In India during what are known as the cold weather months, the climate is dry, whereas during the Monsoon period the air is saturated with moisture. It is during the Monsoon months that the climate affects motor cars. In cars that are not all metal the wood swells and consequently throws the parts in which it is employed out of alignment. To take as an instance the doors of the cheaper class of closed cars, it will be found during the Monsoon period that most of these do not close properly, many of them showing a very unsightly bulge. The weather also affects the upholstery, the carpet and the mats on the running board. It is suggested that motor cars intended for sale in India might, in the matters mentioned above, receive special attention. If thoroughly seasoned wood that will stand up against the Indian climate could be used, instead of the ordinary kind which is suitable for domestic use, and if a little better class of material could be used in the interiors it would probably be found to be, even if a higher price had to be charged, to the advantage of the manufacturer.

AUTOMOBILES IN CEYLON.

The use of the automobile in Ceylon seems to be developing fairly rapidly. In 1918 there were only 3,773 vehicles in use in the island. By 1924 this number had risen to 9,029, and on December 31 last there were registered in the island a total number of motor vehicles of 14,947. In the last two years the increase amounted to no less than 66 per cent. In 1924 the registration of motor vehicles was at the rate of 189 a month; in 1926 this rose to 351. Ceylon now has a motor vehicle for every 301 persons.

Of the automobiles registered, 7,249 are for private use, and 1,350 for the conveyance of passengers for hire. Some 2,146 are used as motor buses, and 1,390 are employed for the conveyance of goods. Motor cycles number 2,812.

As in India, motor bus traffic is growing very rapidly in Ceylon, and it is said that buses are now running in every district of the island and are becoming increasingly popular.

YEAR-END CONDITIONS IN THE UNITED STATES

JOHN H. ENGLISH, ASSISTANT TRADE COMMISSIONER

New York City, January 3, 1928.—The last three months of 1927 marked a steady continuance of the reactionary tendencies which were evident in the general trade throughout the country, and showed industrial activity as compared with 1926 receding at a rapid pace. By the end of December, railway traffic had shrunk by 13 per cent to the smallest for the autumn in six years, while steel production showed a decline of some 16 per cent. Despite the unsatisfactory situation which is prevailing in industry and trade at the present time and which has been in progress during the past few months, no serious difficulties are anticipated in the near future. While it is generally recognized that prosperity equal to that of the abnormal year of 1926 is unlikely in 1928, most people appear optimistic and look forward confidently to a resumption of general prosperity comparable at least to the early months of 1927.

PRODUCTION

Production in the iron and steel industry during the past three-months' period has run from 7 to 8 per cent below that of 1926, and the November output was the smallest for that month since 1921. The greatest decline was registered in steel ingot production, which showed a decrease in December of some 28 per cent from the early months of the year. Steel prices have shown a more or less steady decline throughout the whole year and were in December about 6 per cent below the beginning of the year. At the close of December there was a more favourable immediate outlook due to anticipated buying on the part of railways. During the last days of December four railways placed orders for 11,500 freight cars, which is taken as a favourable indication in the iron and steel trade.

The textile industries, on the other hand, while not over prosperous, have shown some improvement over previous periods. In December, however, there was evidence of over-production as indicated by increased stocks on hand, a decline in unfilled orders, and a narrowing of the margin of profit.

Compared with last year, all groups showed smaller outputs with the exception of forest products. The production of manufactures, after adjustment for working time differences, was smaller than either the previous month or November of last year. Declines were registered in the output of foodstuffs, iron and steel, non-ferrous metals, lumber, leather, stone and clay products, tobacco and automobiles. No change was noted over November for chemicals or textiles, while paper and printing showed an increase.

AUTOMOBILES

After a shut-down of some months during which time there was a certain amount of uneasiness and speculation as to the future of the automobile industry, the Ford plant placed its new model on the market and commenced production. Largely as a result of the shut-down, up to the end of November, only 3,259,317 automobiles were manufactured in the United States as against 4,130,862 a year ago.

The new Ford has been placed on the market at a slightly higher price than the previous model, and it is anticipated that the coming months will witness the greatest expansion in the history of automobile production. Exports to the end of November numbered 329,294 vehicles as compared with 251,811 for the same period in 1926, an increase of 31 per cent.

BUILDING

Building has continued to decline during the past few months—a condition that is regarded with favour by experts in the trade. A year ago it was feared that if construction continued unabated at its high rate, the results might be serious, and a general slackening was strongly urged. Nevertheless, there has been a corresponding increase in the construction of public works which will bring the grand total for the year nearly to the mark of 1926. For the eleven months of 1927, according to the F. W. Dodge Corporation, contracts awarded in thirty-seven States had a value of \$5,825,691,300, which is less than $\frac{1}{2}$ of 1 per cent below the figure for 1926. New work reported as contemplated in November was 31 per cent greater than for the same month in 1926.

EMPLOYMENT

According to the Philadelphia Reserve Bank, factory employment and payrolls in Pennsylvania have declined almost uninterruptedly for more than a year. In November, they were more than 10 per cent under the level of 1926. Declines are stated as being especially severe in the metal manufacturing industries.

GOLD EXPORTS

The exportation of more than \$75,000,000 of gold through the port of New York in December brought to a close the most unusual and important year since before the war from the standpoint of redistribution of the world's gold supply. Its principal feature was the wiping out in the last four months of a tremendous import balance of gold that had been accumulated in the United States in the preceding months, with a likelihood that final figures for the year will show an almost even balance of imports and exports.

STOCK MARKET

The largest sales for any month on the New York Stock Market were recorded in December when trading totalled 62,366,807 shares as compared with a previous high of 53,423,323 shares in October, 1925. The largest weekly sales were 15,628,780 shares in the week ended December 3, constituting a record.

Transactions in the New York Stock Exchange in 1927 were the heaviest ever recorded in the history of the institution. The total number of shares traded in was 576,990,875, a gain of 124,779,476 over the previous record year, 1925, and an increase of 127,887,622 over transactions in 1926.

TRADE

Wholesale trade during the past months fell below the 1926 figure partly owing to lower prices, while in the retail trade, the chain stores and mail order houses are reported as doing better than did the departmental stores which about held their own with 1926. Price index numbers finished the year higher than at the opening, with farm products and their derivatives showing the greatest advances.

Failures in 1927 were the second largest on record, and liabilities were the fourth largest, while bank failures were considerably fewer.

Railway freight loadings were smaller in November than any year since 1922, the decrease from 1926 being 325,652 cars, or 10 per cent.

EXPORT TRADE

Despite a slackening of foreign shipments during the past three months, it is reported by the United States Chamber of Commerce that thirteen of the twenty leading commodities exported increased in both quantity and value. For the whole year, the foreign trade of the United States was estimated as being substantially greater than in previous years, the export balance being about \$700,000,000 as compared with an actual balance of \$378,000,000 in 1926. This is well in excess of the average balance for the past six years, which is computed at \$620,000,000. Exports for the year, it is estimated by the Foreign Trade Council, will amount to about \$4,925,000,000, while imports will approximate \$4,200,000,000. The gain in exports, however, as compared with those of 1926 is entirely due to the large totals reported in the early part of the year. Since June, 1927, every monthly total, with the exception of one, has been smaller than that of a year earlier. The downward trend of exports in recent months, however, has been more than counterbalanced by the decline in imports, and as a result the export balance as indicated above is greater than a year ago by some \$300,000,000.

THE MARKET FOR CATTLE IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, December 20, 1927.—Mexico is the original home of the "cattle range" business. Many years ago vast herds roamed over the northern parts of the Republic, feeding on the luxuriant grasses which the valley lands provided, and moving from place to place as seasonal demands and local conditions required. Even as late as 1910, her greatest claim to pre-eminence in agriculture was the production of live stock, and it has been estimated that at that time there were as many as twenty million cattle in the Republic.

The advantages of these areas for the raising of cattle were at that time well known and recognized; one of the largest grazing grounds in the world, amply provided with natural fodder and a plentiful supply of water, combined with a mild climate and cheap land, gave unlimited opportunities to the industry and ideal conditions for its increase. With the outbreak of revolutionary activities in 1910, however, the herds were depleted, and there are at present many thousands of acres grown high with rich grasses but upon which no live stock are to be found. It is only within the past four years that systematic attempts have been made to restock the country, and the number of cattle is now on the increase, though it is doubtful whether even at the present time there are as many as a quarter of the number that were to be found at the period of the greatest prosperity of the industry.

The range territory includes the States of Aguascalientes, Coahuila, Chihuahua, Durango, Nuevo León, San Luis Potosí, Sonora, parts of Tamaulipas, and Zacatecas, all more or less in the cold country or "tierra fría"; the States of Guanajuato, Hidalgo, Jalisco, Michoacán, and Veracruz also contain large herds of cattle, but in the coastal region, and in some of the more southerly parts of the country, difficulties in breeding are encountered on account of the prevalence of the fever tick, which is more especially a scourge among imported animals. This condition may be remedied to a certain extent by the introduction of young rather than mature animals, but the problem has not yet been solved in its entirety, and the full development of these districts as "cattle country" is therefore a matter for the future rather than for the immediate present.

STATISTICS

Accurate live stock statistics in Mexico are somewhat difficult to obtain over a period of years, owing partly to the difficulty of compilation, and partly to the disturbed conditions of the country from 1910 to about 1920. The best available estimates, however, state that in the year 1902 there were a little in excess of 5,000,000 cattle in the country; in 1910 this had risen to between 18,000,000 and 20,000,000, after which a rapid decrease took place until the year 1923, when a Government census places the total at about 1,750,000. In 1926 efforts were made to obtain exact figures; reports were made by more than 80 per cent of the municipalities throughout the country, with the result that a close approximation to accuracy was made, and the estimated total number of cattle in existence was found to be 5,121,479. This represents an increase of nearly 300 per cent in three years, and indicates a rapid improvement in the condition of the industry, though there is obviously a long distance to travel before it even approximates to its former prosperity.

No figures of imports are available prior to 1923, cattle having been included in the official statistics under the general heading of "Live Animals". The

following statement, however, gives figures during the last three years for which details are available:—

From		1923	1924	1925
United States	Head	25,801	44,597	81,825
Colombia	"	23,796	8,821	6,737
Cuba	"	2,099	....	....
Guatemala	"	631	4	1,072
British Honduras	"	27	....	429
Brazil	"	120	....	....
Spain	"	48	18	154
Holland	"	36	3	....
Republic of Honduras	"	143	....	....
Great Britain	"	2	....	....
Portugal	"	19	....	....
Other countries . . . . .	"	....	....	1,162
		52,722	53,443	91,379
Value, Canadian currency . . . . .	..\$	1,575,865	949,655	1,982,993

Details in regard to exports are as follows, according to official returns:—

	1911	1912	1913	1919	1923	1924	1925
United States	Head 154,184	254,437	66,180	54,565	9,318	14,354	39,837
Guatemala	" 15,739	17,912	....	....	114	201	62
British Honduras	"	30	....	....	....	....	10
Italy	" 300	....	....	....	....	....	....
Great Britain	" 20	....	....	....	....	....	....
Cuba	"	2	....	....	....	....	....
Total	" 170,243	272,381	66,180	54,565	9,432	14,555	39,909
Value . . . . .	..\$ 2,218,813	3,459,207	1,173,109	817,284	127,283	173,726	498,092

It will be observed that up to the year 1912 there was a substantial export trade done in cattle; the principal market was the United States, the cattle being generally driven on the hoof across the border. No figures of export exist for the years 1913-18, but the decrease in 1918 (when revolutionary activities had shown their effect) is distinctly noticeable, and this is further evident in the year 1923, when the exportation of cattle reached its lowest point; this was due to the fact that local consumption had overtaken supplies, and as will be seen from the import figures, it was necessary to obtain live stock from foreign sources for both restocking and slaughtering purposes. Similar conditions exist at present, but it will be observed that it has now become possible to export cattle to a limited extent, these being sent principally from the northern area across the international border for consumption by the Southern United States.

TYPE OF CATTLE IN DEMAND

Of the various breeds of cattle which are standard throughout the world, those which are said to be the most popular in Mexico are the Holstein, the Hereford, the Durham Shorthorn, and the Jersey; others are occasionally seen, such as Ayrshire, but it is probable that the four first named constitute 90 per cent of the total number in the country, and for this reason intending exporters should devote their first attention to the demand for these varieties.

The first Durham Shorthorns were brought to Mexico many years ago by an experienced and prominent breeder who specialized in this breed; in order to secure mixed blood, they were imported from various countries, including England, Canada, the United States, and Spain.

As a consequence there was a large number of Durham Shorthorn cattle in Mexico prior to the outbreak of the revolution of 1910; in fact, this was one of the favourite breeds for the open ranges; the preference was due to its beef-producing qualities, the Durham Shorthorn being very heavy through the shoulders and hips, and when fed on ordinary ranges producing some 20 per cent more meat than other cattle grown in the same manner. The Durham

Shorthorn, however, wandering at large over wide areas, was naturally more subject to raids during the revolutionary period than others which were more carefully guarded, and in consequence the herds have become depleted: at present there are comparatively few, although the remnant of the old herds may occasionally be seen. At the same time, there appears to be no doubt that the demand will increase, more especially if suitable high-class stock is reintroduced in the first place; if this is done, the opinion is expressed by many experts that large and continuous purchases will be made by breeders with the continuation of settled conditions.

The Holstein is popular to an exceptional degree where conditions are suitable, as in the Valley of Mexico and other areas where there is a plentiful supply of fodder at reasonable prices. Herds are raised in the open air throughout the year, and are also frequently kept in stables, which in some cases house hundreds of animals. The Holstein cattle in the Valley of Mexico are obviously of high quality, and even the most casual observer cannot fail to be struck with the general appearance of health, cleanliness, and vigour which characterizes them. On the range, where fodder is scarce, the Holstein is not so successful, and there are certain areas of the country where it is said to be subject to tuberculosis to an excessive extent. On the whole, it would appear that the Holstein is the favourite breed of cattle where dairying and milk production are the chief objects of the breeder. It has been imported (chiefly from Holland) to a large extent during the past few years, and all reports indicate that the recent arrivals have been found to be perfectly adapted to the conditions of the country.

The white-faced Hereford is still seen in large numbers, more especially in the northern areas in the State of Veracruz and on the ranges in other parts of the country, where their hardiness makes them peculiarly suited to the special conditions encountered in Mexico. Being somewhat deficient as milkers, they are seldom used as dairy cattle, but they are found very satisfactory for beef production, as they mature early and produce meat of an exceptionally fine quality. From all the evidence available, however, it does not appear that there is at present any large demand for Herefords in Mexico as breeding cattle, and it is not considered desirable to make any great efforts toward introducing them into the country. At the same time, it should be mentioned that in certain districts the Hereford is preferred to any other breed, and the opportunities of creating a demand in the future should not be lost sight of.

Jersey cattle, while popular, are not raised in Mexico to the same extent as the others mentioned. This is due to the fact that there is only a limited demand for the rich milk provided by this breed, most consumers preferring to purchase the inferior, but cheaper, product of the Holstein. One large proprietor of Jersey cattle claims, however, that there is a sale for all milk and cream that can be produced from Jersey cows, in spite of their high prices, and it is frequently impossible to fill the demand. It is also stated that Jersey cattle are somewhat delicate, and are found difficult to raise, more especially in the higher altitudes; as a result calves frequently cannot be bred from them, and this limits the demand for imported pedigree Jerseys. There is, however, a sale for good quality non-registered cattle of this breed, an average price being ninety dollars at the border, and the principal source of supply being Texas. Jersey cattle are, of course, as in other countries, used exclusively for dairy purposes.

METHOD OF INTRODUCTION

It is obvious that there are certain difficulties in introducing Canadian cattle into Mexico, from the exporters' point of view, on account of variations in quality, and the consequent uncertainty in regard to prices which could be obtained. The best method would be for an intending exporter to visit the country, examine

the herds in detail, ascertain the prices paid, and then act in accordance with his judgment; no difficulty would be experienced in obtaining full information on these points, as owners take a certain amount of pride in their live stock, and are usually willing to show their animals and provide all details which might be required. Furthermore, some of these owners are either Canadians, or have had experience with Canadian cattle, and are naturally sympathetic to inquiries made on behalf of Canadian interests. The cost of such a visit should not exceed \$600, and should be well repaid in volume of orders received if the possibilities were found to be favourable.

Failing this method, it would be desirable to induce Mexican cattle owners to visit Canada in order to inspect the live-stock available in the Dominion; difficulties, however, must be expected in arranging this, as they are accustomed to buying cattle which have been shipped to Mexico, and are not inclined to make an extended journey for the purpose; the question of language has also to be taken into consideration.

In default of it being found possible to make such arrangement, it would appear that the best means of cultivating the Mexican market would be through the medium of live stock exhibitions, details of which are given later.

A possible means of conducting the business is through agents, acting as direct representatives of the exporters. Such agents usually work on a commission basis, the usual commission varying between 10 and 25 per cent of the net sales. Difficulty would, however, be encountered in the disposal of shipments unless the quality of animals were well known, and for this reason this method should follow, rather than precede, the exhibition of animals to the public.

LIVE STOCK EXHIBITIONS

By far the most important cattle show in Mexico is the National Live Stock Exhibition, which is held annually under the direct auspices of the Department of Agriculture of the Mexican Government. It has of recent years been held in the grounds of the Department at San Jacinto (some two miles from the centre of Mexico City) and adjacent to the administrative offices of the Director of Agriculture. Numerous well-constructed buildings have been erected from time to time for the purpose of the exhibition, most of them being of stone and concrete construction, and comparing favourably with others in any part of the world; on the whole, they may be considered ideal for the purpose for which they are designed. In the past, well-known foreign cattle-breeding associations have sent a number of animals to this exhibition—notably from Holland and the United States—and these were disposed of at satisfactory prices; in some cases repeat orders were received, and a profitable business built up as a result.

A brief summary of the conditions under which live-stock cattle may be exhibited follows:—

The fee for exhibition is two pesos per head for horses, cattle, mules and donkeys, and one peso per head for sheep, goats and swine; requests for permission to exhibit must be addressed to: "Dirección General de Agricultura y Ganadería", Colonia Analhuac, D.F., Mexico, and will be received up to within ten days of the opening of the exhibition.

All animals must be in a perfect state of health and cleanliness, and must conform to the regulations of the sanitary code. In the case of imported animals, certificates of registration must be provided.

The Department of Agriculture will provide the staff necessary for the care of animals during the exhibition; a veterinary service is also provided, and fodder may be obtained on the exhibition grounds at current prices.

Exhibitors are, however, expected to employ suitable assistance for the purpose of attending to their own cattle and keeping the area which they occupy in a sanitary condition.

Intending exhibitors must provide, with their application, information in regard to the number, species, race, variety, sex, and origin of the animals which they propose to exhibit, in addition to a certificate of health as referred to later.

Cattle are divided into four categories, as follows: (1) more than three years old; (2) from two to three years old; (3) from one to two years old; (4) less than one year old.

An auction is held on the last day of the exhibition, of all animals placed on sale, for which a fee of 5 per cent of the sale price is charged.

With regard to veterinary regulations, these provide that each exhibitor must obtain a certificate of health from a qualified veterinarian stating that each animal is free from infectious or contagious or parasitic disease; inspection for this purpose must take place within ten days of the opening of the exhibition, and, if desired, is made free of charge by the veterinary officers of the Department of Agriculture. Cattle imported for the purpose of the exhibition must be accompanied by similar certificates issued by authorized veterinary officers of the Government of the exporting country.

In conversation with the management of this exhibition, it was stated that the most suitable breed of cattle for exhibition by Canadian dealers would be the Durham Shorthorn, on account of the probability of large future demand which is likely to arise for the purpose of restocking the ranges. Holsteins of fine quality are generally on exhibition from several sources, and this fact introduces an element of competition which is absent in the case of the first named; Jerseys are in only limited demand for special requirements, and the white-faced Hereford, although raised in the country to a great extent, is not likely to be imported in the near future in large numbers. It was also stated that a suitable trial shipment from Canada should preferably consist of the following: five cows, which must calve for the first time, preferably one or two months after arrival; five cows, which must calve for the second time, preferably one or two months after arrival; ten bulls of from eighteen to twenty-four months old, of good appearance and good pedigree.

Cows of over four years of age should not be shipped, as breeders generally buy cattle with the idea of obtaining five or six calves of pure breed, and are willing to pay high prices in this expectation; they will not, however, purchase animals where this possibility has ceased to exist. Both cows and bulls should be of the type known as "dual purpose", as the former are frequently used for milk production during the summer months, but with the ultimate object of beef production. Pedigrees should accompany each animal, and on these documents should be specified the milk production of the mothers and grandmothers, and, if possible, the percentage of butter fat in the milk. As a rough guide to what is expected by local breeders, it is stated that the yearly milk production should run from about 3,000 to 5,000 kilograms, according to age, and the percentage of fat in the milk should not be lower than 3½. Dark animals are preferred, but this is a minor point.

With regard to prices which might be expected, it is estimated from previous experience that good pedigree Durham Shorthorn cows, in first-class condition, should bring from 700 to 900 gold pesos each (at present rates of exchange from \$330 to \$430), and bulls about 1,000 pesos gold (\$480) each; if, however, bulls of the highest possible class were shipped, these would be likely to bring much higher prices, and it is suggested that one or two of these should be included in each shipment.

Concessions can be arranged with the Government, when suitable application is made, for free railway transportation from the border to Mexico City—a distance of some eight hundred miles—and additional facilities are probable in connection with the admission of live-stock free of customs duties. It is also possible to arrange for special exhibition space for Canadian cattle, and suitable propaganda is made by the exhibition authorities free of charge.

The usual method of sale is by means of private negotiations during the period of exhibition, those unsold being auctioned off on the last day, as stated above.

ADVANTAGES OF CANADIAN CATTLE

It is pointed out that Canada has several advantages over other countries as a source of supply for cattle to be used in the restocking of the Mexican ranges. Apart from the recognized high quality of Canadian live-stock, the distance from Canadian points to the chief consuming centres (including Mexico City) is not excessive, and the time taken in transit is very short as compared with that from European points. It is also considered by local experts who have had an opportunity of examining Canadian cattle, that the average grade is somewhat superior to that which is generally exported to Mexico; the additional fact that they are of British stock would have a favourable influence on the minds of purchasers, more especially as the cost of Canadian animals is somewhat lower than that of similar stock imported from England. A further favourable consideration is found in the desire of local owners to secure new blood from distant points, so as to prevent deterioration of herds through inbreeding.

TARIFFS

The tariff on cattle entering Mexico is adjusted with the definite purpose of encouraging the import of high-class stock into the country. With this object, live-stock for breeding purposes is admitted free of duty, but it is essential, in order to have them so admitted, to produce a certificate of the vendor in which it is stated that the animals are required for this purpose, and also such information as will serve to identify the animals imported; this document must be in Spanish, or, if that is impossible, a translation certified by the nearest Mexican Consul must accompany the original; the original document must also be viséd by the Mexican Consul. Cows accompanied by unweaned calves are considered as cattle for breeding purposes, and in this case the certificate above referred to is not required.

Cattle of any kind up to two years of age, even if imported for the purpose of slaughtering, are also admitted free of duty, if accompanied by cattle for breeding purposes in the proportion of one of the latter to fifty of the former; in order to enter free of duty, however, the cattle for breeding purposes must be accompanied with the documents mentioned above.

Cattle of any kind more than two years of age, even if required for the purpose of slaughtering, are also admitted free if accompanied by cattle for breeding purposes in the proportion of one of the latter to twenty of the former; similar conditions apply in regard to documents.

All other shipments of cattle are dutiable as follows: Up to two years of age, two pesos (equal to \$1) per head; above two years of age, five pesos (\$2.50) per head.

In all cases, duties are subject to the usual surcharges of 10 per cent and 2 per cent respectively, and the consular fee is 10 per cent of the invoice value of the shipment.

SWEDISH MARKET FOR MISCELLANEOUS MANUFACTURED GOODS

TRADE COMMISSIONER L. D. WILGRESS

[Subjoined is the eighth of a series of reports by Mr. Wilgress upon Sweden as a Market for Canadian Products. Former reports have dealt with import and export trade, geographical characteristics of the country, natural resources, population and industries; trade centres and routes, currency, public finance, organization of commerce, tariff and customs regulations, and wages; market for Canadian grain and milled products, fruits and provisions, agricultural implements and machinery, rubber goods, and motor vehicles. *Note:* 1 Swedish krona = \$0.2680; 1 kg. = 2.046 pounds.]

Hamburg, December 7, 1927.—Previous reports have dealt with the openings in Sweden for the sale of Canadian grain and flour, fruits and provisions, agricultural implements and machines, rubber goods and motor vehicles. These products comprise the bulk of the present exports from Canada to Sweden. The only other Canadian commodities being shipped to that market in any quantity and not already covered are felt manufactures, iron pipe and tubing, carbon electrodes, upper leather, and live breeding foxes. The purpose of the present report is to deal with the openings for the sale of these and other miscellaneous Canadian products which might be exported to Sweden.

The possibilities for the sale of Canadian manufactured goods to Sweden will always be restricted to a few special commodities on account of the productive capacity of the Swedish manufacturing industries and the accessibility to competitive sources of supply in the chief industrial countries of Europe. This is well illustrated in the case of the trade in textiles.

TEXTILES

The textile industry in Sweden is of considerable importance and supplies the requirements of the kingdom for most of the ordinary classes of textile goods. At the same time there is a large importation from other European countries, and to a lesser extent from the United States, of those kinds of textile articles which cannot be so profitably manufactured in Sweden. Thus Great Britain supplies most of the finer textiles. Medium grades of textile products are imported from Germany and other European countries. The United States chiefly supplies certain special kinds of cotton goods, pure and artificial silk socks and stockings, and cotton, woollen and silk underwear. It is principally in these classes of knitted goods that Canadian manufacturers might be able to do business with Sweden.

The finer cotton yarns are imported into Sweden mostly from Great Britain. Germany sends a good deal of the coarser yarns, and Switzerland is also an important source of supply. In cotton sewing thread the bulk of the business is done by Great Britain. Woollen yarn is chiefly imported from Germany and Great Britain, with France, Belgium, Switzerland, and Czechoslovakia supplying fair quantities of certain grades. Artificial silk yarn is imported from Great Britain, Germany, Switzerland, Italy, and Holland. The imports into Sweden in 1926 of cotton yarn totalled 1,281,797 kg.; those of sewing thread came to 267,058 kg.; woollen yarn imports amounted to 2,702,366 kg.; pure and artificial silk yarns to 511,084 kg.; and yarns of flax, hemp, jute, etc., to 427,322 kg.

Pure silk and artificial silk fabrics are imported into Sweden chiefly from France, Switzerland, and Germany, while the latter country is the most important supplier of half-silk fabrics. The better-class serges and suitings of wool are obtained from Great Britain, but Germany sends large quantities of the cheaper kinds of woollen cloth. In cotton piece goods Great Britain is

the largest supplier. Germany comes next, with a number of other European countries supplying smaller quantities. Only small quantities of certain kinds of cotton goods are imported from the United States.

Among knitted goods, cotton stockings and cotton, woollen, and silk gloves come almost exclusively from Germany. Woollen stockings, on the other hand, are chiefly supplied by Great Britain with Germany as the second source of supply. The total imports of woollen stockings last year were valued at over 8,000,000 kronor. Silk stockings come mostly from Germany, but the United States sends a fair quantity. The same applies to cotton underwear, of which Germany is again the principal supplier. Woollen underwear is imported mostly from Great Britain, Denmark, Germany, and France, only a small quantity being obtained from the United States.

LEATHER

There is a very large production of sole leather in Sweden, which practically covers the domestic consumption. This industry is chiefly based on imported hides, as the thin Swedish hides are most suitable for the manufacture of finer leathers and are exported. Upper leather and other finer kinds of leather are very largely obtained from abroad. It is in upper leather that Canadian tanners have the best opportunity for business with Sweden. Last year \$7,601 worth of upper leather was exported to that market from Canada, but the trade should be capable of expansion.

The principal openings are for the sale to Sweden of patent, calf, and kid leathers. The market requires chiefly the best grades. Tan box calf is imported in larger quantities than black box calf. The best qualities of patent upper leathers are imported from the United States as well as patent goat and kid, and a large business is also done by the German tanners.

The small quantity of sole leather imported into Sweden comes almost entirely from Germany. The imports of leather, dyed, in 1926 amounted to a total of 577,338 kg., of which 218,170 kg. came from Germany, 108,432 kg. from Great Britain, 102,363 kg. from Denmark, and 82,478 kg. from the United States. The imports of lacquered leather totalled 124,343 kg.: the United States was the chief source of supply with 62,711 kg. and Germany next with 41,103 kg. Other kinds of upper leather were imported to the amount of 92,337 kg., of which Great Britain supplied 52,814 kg. Only 3,147 kg. came from the United States.

The duty on upper leather in pieces weighing at least 1 kilogram net is 0.65 kronor per kilogram, or about 7.92 cents a pound, while other upper leather is subject to a duty of 0.90 kronor, or about 10.96 cents a pound.

BOOTS AND SHOES

Swedish factories are capable of fully supplying the domestic requirements for boots and shoes. Just after the war the trade was disorganized by heavy imports of boots and shoes from the United States, but in normal times 90 per cent of the leather footwear sold in Sweden is of domestic manufacture.

In 1926 the total imports of footwear amounted to 246,885 kg., valued at 2,701,175 kronor. A great many countries contributed to this import, but the largest suppliers were Germany and Czechoslovakia, with Great Britain occupying third place. The importations from the United States in that year were valued at only 155,098 kronor, most of which was comprised of boots and shoes with leather uppers. The duty on the latter kind of footwear is 6 kronor per kilogram.

MINERALS AND METALS

Sweden does not require to import a large quantity of Canadian minerals. There is little direct import from Canada, as Swedish firms fill their require-

ments by purchases from German and British importers. Thus out of a total import of raw asbestos in 1926 amounting to 320,038 kg., over half was shown as coming from Germany and the direct import from Canada was given at only 12,081 kg. Imports of other minerals and metals included 16,330 metric tons of raw copper, 5,305 tons of raw zinc, 6,046 tons of raw lead, 131 tons of raw nickel, 420 tons of graphite, and 63 tons of mica. With the exception of copper and lead from the United States, these minerals and metals were mostly imported from European countries.

METAL PRODUCTS

Sweden has a very highly developed iron and steel industry, and there is a considerable export of high-grade iron and steel and products manufactured therefrom. At the same time foundry pig-iron, bars, rods, sheets and plates and other materials of iron and steel are imported from European countries as well as a number of finished iron and steel products. In 1926 the total import of semi-manufactured iron and steel into Sweden amounted to 254,018 metric tons of a value of 31,878,000 kronor, while the import of iron and steel goods totalled 97,827 tons valued at 36,992,000 kronor.

Of the iron and steel goods imported into Sweden, careful inquiries appear to lead to the conclusion that only in iron pipe and tubing is there any chance for Canadian manufacturers to compete for business against the European suppliers, who have the advantage of low costs of production and proximity to the market.

The total imports of rolled and warm-drawn tubing in 1926 amounted to 19,754 metric tons valued at 6,572,927 kronor. Germany was by far the largest supplier. Great Britain and Belgium also sent large quantities, while 373,209 kronor worth were imported from the United States and 128,797 kronor worth from Canada. The largest item in this import would be galvanized wrought iron tubing. The chief sizes required would be from $\frac{1}{8}$ to 6 inches and the tubes should have English thread. The duty on unworked warm-drawn tubing imported into Sweden is 4 kr. per 100 kg.

FINISHED GOODS

In most lines of finished metal goods the Swedish requirements are covered by the domestic factories, supplemented by imports from Germany. The British manufacturers are chiefly prominent in the supply of the better class of cutlery and machinery. The United States exports to Sweden several kinds of tools and special machine tools and machinery.

Carborundum wheels, lawn mowers, and saws are among the articles imported into Sweden from the United States, and although the trade is not large there might be an opening for the export of these products from Canada to the Swedish market.

Sweden has abundant water-power resources, and it is only a question of time before the requirements for artificial abrasives are fully covered locally, but at present a number of artificial abrasive wheels are being imported from the United States.

The trade in lawn mowers was reported to be very small, but United States makes of lawn mowers were exhibited by dealers in Stockholm.

Saws are manufactured very largely in Sweden, but some hand saws are also imported from the United States.

Electric apparatus and appliances of various kinds are made in Sweden, but certain lines are imported from Germany. The Swedish electro-technical industry is especially strong in the supply of high-tension apparatus.

Carbon electrodes made in Canadian factories have been shipped to Sweden, the value of this export in the last fiscal year being \$17,848.

The United States supplies most of the typewriters, calculating machines, and cash registers sold in Sweden, with German manufacturers providing the only competition. Safety razors are also shipped to Sweden by United States manufacturers, while Germany supplies a large share of the blades imported.

The household appliances and kitchen utensils required in Sweden are very largely supplied by domestic factories, supplemented by imports from Germany and other countries. There would appear to be no opening in this branch of trade for Canadian exporters.

FOXES

A considerable interest is being manifested in Sweden in the breeding of silver black foxes. The climatic conditions are particularly suitable for the fur farming industry, and there are a number of estate owners and other persons with the necessary capital and other facilities required for starting fox farms. These parties are mostly looking to Canada for the supply of their foundation stock. In the fiscal year ending March last a total of fifty-eight foxes valued at \$21,100 was shipped from Canada to Sweden. Canadian exporters of breeding foxes can best go after this business by appointing agents in Sweden or by advertising in Swedish papers.

SEEDS

Sweden is not a large importer of seeds, as is the case with Denmark. The largest trade is in the importation of flax seeds which are obtained from Argentina. There is only a small import of clover and grass seeds. Red clover seeds are secured from Germany, and a small quantity of alsike and white clover seed is imported from Germany, Denmark, Czechoslovakia, and Danzig. The total imports of red clover seeds in 1926 amounted to 967,461 pounds, and those of alsike and white clover seeds to 91,256 pounds. It is possible that alsike clover seed of Canadian origin has been sold to Sweden by Danish or German firms.

SUMMARY

The above survey will indicate that the openings are very restricted for the sale to Sweden of miscellaneous goods produced in Canada and not already covered in detail in this series of reports. A canvass among importing firms in Stockholm, Gothenburg, and Malmö failed to disclose many lines in which Canadian exporters were neglecting opportunities for trade. Investigation of openings for particular lines nearly always brought a negative result due chiefly to the difficulty of meeting European competition. Still it is probable that with samples and prices before them of Canadian products which are competitive, the Swedish importing firms might be persuaded to show greater interest in trade with the Dominion. The Canadian trade Commissioner at Hamburg would be glad to render assistance to any Canadian exporters desirous of getting in touch with those Swedish importing firms who are interested in handling Canadian goods.

NORWEGIAN SALES OF NEWSPRINT AND WHALE OIL

According to a correspondent of the *London Times Trade Supplement* in Oslo a leading company there has concluded a contract with two great London newspaper concerns for the sale of not less than 70,000 tons of paper. The market price is at present about £13 10s. per ton f.o.b., and the amount of the contract will thus be nearly £1,000,000. The remainder of the Norwegian production of whale oil from the South Sea hunting grounds has been sold to Norwegian and foreign buyers at a basis price of £29 a ton of 0/1, the lower grades realizing £26, £20, and £16 a ton respectively. The total value of the transactions is estimated at £600,000.

PIANO TRADE IN ITALY

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, December 6, 1927.—Musical instruments are in heavy demand in Italy, as every family of moderate means possesses an instrument of some sort. The domestic piano industry, despite the fact that there are some thirty-five well-equipped factories in Italy, is unable to satisfy all needs. Imports attain a relatively high figure; Germany, as illustrated in the following table, has approximately nine-tenths of this business.

Countries of Origin	Number	Jan.-Aug. 31,		
		1927	1926	1925
Germany..	1,526	1,939	2,857
Austria	90	204	199
United States..	81	196	229
Other countries	88	95	255
		1,785	2,434	3,540

It appears from Canadian statistics that two pianos valued at \$1,000 were exported to Italy in 1925; but from that date up to June 30, 1927, no imports are recorded.

The pianos imported into Italy during the periods under consideration were distributed as follows:—

	Pianos		Player Pianos	
	Upright	Grand	Upright	Grand
Jan.-Aug. 31, 1927.. . . .	1,302	166	297	20
1926.. . . .	1,711	247	456	20
1925.. . . .	2,465	348	690	37

Player pianos are in fair request. Imports from the United States are almost entirely composed of these instruments.

The demand for second-quality instruments mainly of domestic origin is very heavy, while that for the highest class is limited. Any efforts made by Canadian piano manufacturers should be confined to the better class of upright instruments, but competition will be most difficult with German and Italian manufacturers; Canadian high-grade pianos are too expensive. Canadian player pianos, however, should have some chance of entering this market. A good average German-made upright piano may be bought retail in Milan from 7,500 lire (approximately \$410), and a player piano of a similar grade at 12,000 lire (approximately \$650).

The duties on pianos imported into Italy are (in gold lire) as follows: 225 on upright pianos; 450 on grand pianos; 275 on upright player pianos; and 500 on grand player pianos.

FOREIGN MOTOR VEHICLES IN CZECHOSLOVAKIA

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, December 14, 1927.—The Czechoslovak State Statistical Office have published figures of the countries of origin of the motor vehicles registered in the leading cities of the Republic on October 1, 1926. These figures are interesting as showing the number of different foreign automobiles in use on that date.

The largest number of motor vehicles was in Prague, the capital, which on October 1, 1926, had 1,715 motor cycles, 3,775 passenger motor cars, 1,236 motor trucks, and 60 motor omnibuses. This gave a proportion of one motor vehicle to every 105 inhabitants. The only other important city to show a greater development of motor transport was Reichenberg with one motor vehicle

to every 78 inhabitants. The countries of production of the motor vehicles registered in Prague on the above date are shown in the following table:—

Origin	Motor Cycles	Passenger Motor Cars	Motor Trucks
Czechoslovak.. . . .	168	2,201	648
American	482	307	273
British	665	32	...
Belgian	48	62	4
French.. . . .	40	556	52
Italian	17	252	76
German.. . . .	136	153	42
Austrian	32	199	135
Swiss	7	1	2
Other	18	12	4

THE CRAB CANNING INDUSTRY IN JAPAN

TRADE COMMISSIONER JAMES A. LANGLEY

Ottawa, December 23, 1927.—The canning of crab in Japan, though by no means an old industry, has developed into a very important one. It dates back only to 1892, when the industry was started on a small scale by catching and canning huge deep-sea crab near Otaru, in the Hokkaido. A few cases of the canned meat were exhibited the following year at the Fishery Exposition held in Cornwall, England. This was the beginning of the exportation of Japanese canned crab meat. Due to improper canning methods, little was done until 1904, when further experiments were carried on. It was not, however, until the following year that the canning was undertaken on a large scale and plants were established on Kunajiri Island, one of the Kurile group. There were two further years of experimentation before improved methods firmly established the industry on a business basis, and then by the improvement in quality of the product it gained great popularity in foreign countries as well as in Japan. Through the efforts of various American importers and Japanese export houses with offices in the United States, Japanese crab meat was introduced into the Republic in 1907, when contracts were made for 10,000 cases for distribution in that country. This favourable development, coupled with the general business boom of 1908, drew many firms into the crab-canning business, and a number of canneries were established on Kunajiri Island; on Rijiri Island; at Oniwaki and nearby points; and at Wakkanai, in Kitami province, Hokkaido. These activities extended as far as the west coast of Japanese Saghalien.

FLOATING FACTORIES

It was a new departure from the ordinary method of handling the crabs when canning ships, or floating factories, equipped with every necessary device to carry on the work formerly done on land, were introduced, and these have played a most important part in the development of the industry. Through the introduction of these ships the output was enormously increased. The annual output has now reached approximately 400,000 cases as compared with 170,000 cases in the most prosperous year under the old working methods. These floating factories were first established in 1916. In that year successful experiments were carried on in a training ship operated by the Japanese College of Fishery. In the following year further favourable results were obtained, and by 1920 a small privately owned canning ship of 150 tons was in operation and packed 250 cases of crab. Since 1921 operations have increased consistently, and to-day there are seventeen floating factories, or steamers, having a tonnage of from 2,000 3,900 each, owned by the Japan Floating Cannery Company, and it is understood that another floating cannery concern is to be established shortly. This new

organization is to be known as the Showa Floating Cannery Company, and will have a capital of two million yen, fully paid up. The company consists of the Taisei Fishery Company, Hayashikane and Company, and Yugi and Company, all reputed to be affiliated with the Mitsubishi interests. Japan's floating cannery industry will thus be placed under two large groups, one the Japan Floating Cannery Company, and the other the Showa Floating Cannery Company. The former is capitalized at 3,000,000 yen, but it is understood that plans are on foot to increase the paid-up capital to almost three times its present figure. It is said that each cannery steamer of the older concern has an average packing capacity of 20,000 cases per season, while it is estimated that the six steamers which will go to make up the new organization's fleet will have an average production capacity of 22,000 cases.

The crabs used for canning are commonly called *tarabakani* or "crab that live where the cod live." They belong to the family called "king crab" in North America, and are found in large quantities in the seas of Okhotsuk, Saghalien and Hokkaido at a depth of from twenty to thirty fathoms, in an exceedingly clean and cold current. During the hot summer season, when the water begins to get warmer, they migrate to the deeper sea. These crab feed on deep-sea creatures and commonly measure from three to four and a half feet long. It is estimated that the meat from one arm is equivalent to the contents of two one-pound tins of crab meat.

FISHING SEASON

The crab fishing season varies with the territory. In some places it begins as early as January or February, though ordinarily it starts in March and ends in November; the period from April to August is considered the most favourable. As soon as the ice begins to break, crab fishermen start off in *kawasaki fune*, (fishing boats of Japanese type), some being equipped with gas engines. They find likely spots and fix their nets, which are especially made so that they stand like walls in the deep sea. These nets are left for two or three days before being hauled up with the trapped crabs. Each floating cannery usually has attached to it five to eight of these smaller boats, but nets are also operated from the mother ships as well. Every two or three days the nets are pulled up and the crabs are cleaned and immediately canned. Each floating factory totals approximately 20,000 cases for an entire season of 105 days.

PROCESS OF PACKING

Catches vary according to weather conditions and fishing areas, but last year about 15,000,000 crabs were caught off the western coast of Kamchatka with twelve floating canneries, accompanied by about eighty-five small fishing boats. With seventeen floating canneries in operation this year the total is expected to amount to 20,000,000 crabs. The crabs are conveyed from the small boats and are spread on the deck of the mother ship, when the back shell of each crab is removed, and they are then placed in a metal tank where they are steamed for about twenty minutes. Afterwards they are dipped in clean sea water, where they are allowed to cool. They are then cleaned and the flesh is pulled from the body and legs and classified according to quality and condition. After classification it is again washed and then packed into cans in accordance with the standards laid down in the Government regulations. These cans are made from the best-quality tin and are lacquered twice and lined with parchment paper in order to avoid direct contact of meat and tin. Temporarily covered, they are conveyed to the "exhaust box", where the temperature is kept around 205 degrees Fahrenheit, and thus air and water are eliminated from the cans. After this process the cans are permanently covered, sterilized, and kept under $3\frac{1}{2}$ pounds of steam pressure in retorts for about an hour and a half.

OUTPUT SHOWS AN INCREASE

From a survey of past production records, one finds that formerly the crab-canning activities of the Japanese were confined to the shores of Hokkaido and Saghalien and that the quantity canned in these areas showed a decided falling off as the years went by. This is more clearly illustrated by the following figures (in cases) which give the output for four years starting with 1915:—

Year	Hokkaido	Saghalien	Total
1915..	48,058	108,008	156,065
1916..	57,024	117,515	174,539
1917..	45,021	93,793	138,814
1918..	38,949	45,930	84,879

As a result of the introduction of the floating canneries, and of the exploitation of new fishing areas made possible by the use of the ships, the situation has changed and a larger production has been secured, as will be seen from the following table, the figures representing cases:—

Year	Hokkaido	Saghalien	Floating Canneries	Kamchatka	Total
1920	47,382	26,028	287	4,839	78,336
1921	56,795	22,731	4,020	20,379	103,915
1922	70,142	36,283	8,321	16,351	131,097
1923	76,496	61,705	33,794	40,729	212,724
1924	85,282	35,811	40,917	33,375	195,385
1925	54,487	22,307	108,370	96,679	261,843
1926	41,750	11,121	229,072	111,600	393,543

TREND OF CRAB EXPORTS

At the beginning of the industry Japanese canned crab was in demand as a substitute for canned lobster, and when the output of lobster was short the demand for crab increased. For this reason export business was not steady for many years, but the product seems to have been gradually gaining in favour, and now is used extensively, especially in the United States and England. In 1910 the value of canned crab meat exported was not much more than 700,000 yen; in 1913 the figure was 1,475,000 yen, and in 1926 the value of exports was approximately 15,000,000 yen. In order to illustrate the trend of crab exports during the earlier period of the industry, the following figures are quoted:—

Year	Quantity Dozen	Value Yen
1909	201,732	731,716
1910	265,196	938,962
1911	101,502	1,384,701
1912	224,238	1,468,551

Since 1923 the export of canned crab has been steadily increasing, the number of cases exported in 1925 reached 278,381. This is more clearly shown by the following statistics, which also show the countries to which crab meat was exported during the period 1923 to 1925:—

Country	1923 Cases	1924 Cases	1925 Cases
United States	93,101	165,856	182,106
Hawaii	1,734	3,965	2,919
Canada . . . . .	....	....	1,673
England	20,326	35,716	69,745
Australia	2,487	4,885	9,313
France	1,430	1,129	103
Germany . . . . .	....	....	4,544
Denmark . . . . .	....	....	4,252
Sweden . . . . .	....	....	300
Other countries.	3,047	6,166	3,426
Total cases.	127,125	217,717	278,381
Value, yen.	5,080,400	9,756,623	12,500,000

INSPECTION AND GRADING

When canned crab began to be recognized as an important export product, many concerns with very little experience went into the canning business and sold canned crab of poor quality. As a consequence many complaints were received from foreign buyers regarding the bad quality of the canned crab exported, and after repeated requests for improvement of the canning process had been received by the authorities during 1908 and 1909, the Ministry of Agriculture and Commerce called a meeting of the concerns interested in the putting up of canned crab, and enlisted their assistance and recommended a strict inspection of all crab intended for export, this inspection to be carried on not only by the authorities at the producing plants, but also by the organizations concerned at points of export. As a result of this co-operation, canned crab is now inspected at the packing plant and also at the port of exportation. In the Hokkaido district this inspection is carried on the Nemuro-Chishima Marine Products Cannery's Association and in Saghalien by local Government authorities. Prior to shipment, inspection is again made at Tokyo, Yokohama, Kobe, Osaka, and other export centres. In Yokohama the Association of Provision Exporters began inspection as early as 1912. In 1915 the Government again emphasized the necessity of stricter inspection and grading, and at that time allocated certain sums to ensure enforcement of the regulations. After the Federation of Crab Packers and Exporters Association of Japan (generally known as the Japanese Canned Crab Packers and Exporters Association) was formed a few years ago, authority to supervise the inspection was transferred to this federation. The inspection is in accordance with the regulations issued by the Ministry of Agriculture and Commerce.

According to the regulations: (1) 10 per cent of shipment is to be examined in reference to packing, swollen and rusted cans. (2) For quality inspection not more than five cans from one shipment; less than fifty cases of the same grade, or not more than ten cans from each shipment of fifty to one hundred cases; not more than twenty cans from each shipment of one hundred to five hundred cases. (This ratio applies to larger shipments.) (3) After examination cans are to be classified in three grades—"Fancy", "Choice", "Fair". (4) Crab meat classified as "Flakes", the fourth grade, will be reclassified into two classes, "A" and "B". (5) In addition to examination as to quality and condition, weight is to be inspected. (6) A stamp, denoting the grade, is placed on each case and a certificate is given for each lot of shipment.

The following figures show the results of examinations at Yokohama, Osaka, Kobe, and Hakodate made during the three years ending December, 1925:—

Classification	1923 Dozen	1924 Dozen	1925 Dozen
"Fancy"	107,466	155,210	200,908
"Choice"	18,395	26,728	57,222
"Fair"	13,819	21,361	18,230
"Flakes"—			
"A"	10,777	44,163	69,393
"B" . . . . .	....	16,614	37,796
Under grade	6,013	17,958	16,809
Spoilt	821	3,585	748
Total	157,291	285,620	401,106

The federation of the various crab cannery and marine products associations was organized in May, 1924, affiliating, as already mentioned, for the purpose of enforcing regulations regarding inspection of canned crab; for the purpose of helping in the improvement of the canned crab; and for the development of markets by advertising, and also in order to govern the sale prices each season.

MEXICO REDUCES DUTY ON MALT

The Trade Commissioner in Mexico City advises that changes have been made in the import duty on malt, with the object of encouraging the local cultivation of malt barley.

The general duty on malt remains at the present rate of 14 centavos per gross kilo. (equal to 3.17 cents per pound) in accordance with Fraction 86 of the tariff. Brewing companies, however, may import 40 per cent of their malt requirements at the reduced rate of 75 centavos per 100 kilos, under certain conditions laid down by the Department of Finance, and the amount collected under this reduced duty will be devoted to the purchase of seed barley of a grade suitable for the manufacture of malt.

A translation of the full decree may be obtained on application to the Department of Trade and Commerce, Ottawa.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JANUARY 9, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 9, 1928. Those for the week ending January 3, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending January 3, 1928	Week Ending January 9, 1928
Britain.....	£	\$4.86 $\frac{3}{4}$	\$4.8896	\$4.8822
Belgium.....	Belga	.1390	.1401	.1400
Czecho-Slovakia.....	Krone	.....	.0296	.0296
Finland.....	Mark	.0252	.0252	.0252
France.....	Fr.	.1930	.0394	.0393
Holland.....	Florin	.4020	.4045	.4037
Italy.....	Lire	.1930	.0529	.0529
Spain.....	Pes.	.1930	.1720	.1729
Portugal.....	Esc.	1.0805	.0505	.0500
Switzerland.....	Fr.	.1930	.1934	.1931
Germany.....	Reichs Mk.	.2382	.2392	.2383
Greece.....	Dr.	.1930	.0134	.0133
Norway.....	Kr.	.2680	.2666	.2662
Sweden.....	Kr.	.2680	.2700	.2695
Denmark.....	Kr.	.2680	.2686	.2682
Austria.....	Schilling	.1407	.1412	.1412
Japan.....	Yen	.4985	.4675	.4686
Siam.....	Tical	.3709	.4550	.4575
India.....	Rupee	.3650	.3693	.3693
United States.....	\$	1.0000	1.0017	1.0018
Mexico.....	\$	.4985	.4870	.4870
Argentine Rep.....	Peso (Paper)	.4244	.4281	.4272
Brazil.....	Mil.	.5462	.1205	.1205
Jamaica.....	£	4.86 $\frac{3}{4}$	4.8800	4.8700
British Guiana.....	£			
Barbados.....	\$			
Trinidad.....	\$			
Dominica.....	\$			
St. Kitts.....	\$			
Grenada.....	\$			
St. Vincent.....	\$			
Tobago.....	\$			
China.....	Taël	.....	.6375	.6462
Batavia, Java.....	Guilder	.4020	.4040	.4035
Peru.....	Libra	4.8665	3.9200	3.9200
Singapore, Str. Settlement ..	\$	.5678	.5725	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

17. **FOOD PRODUCTS AND FRUITS.**—A wholesale firm in Pilsen, Czechoslovakia, would like to get in touch with first-class Canadian exporters of food products, especially fresh and dried fruits.

18. **PORK AND BEANS.**—A Bristol firm of canned goods brokers desire to represent a Canadian packer of pork and beans.

19. **MALT EXTRACT.**—A Glasgow firm want prices, etc., for malt extract from Canada.

20. **GRAIN.**—A firm of agents in Gothenburg, Sweden, are seeking a Canadian connection for business in grain to Sweden.

Miscellaneous

21. **MINERALS AND METALS.**—A firm in Prague, Czechoslovakia, dealing in all kinds of minerals and metals, such as lead, zinc, nickel, cobalt and cobalt salts, would like to receive offers from Canadian exporters of these products.

22. **MACHINE AND HAND SHOE TACKS.**—A Leicester firm desire quotations and samples on Canadian-manufactured machine and hand shoe tacks of standard sizes. Prices should be c.i.f. United Kingdom port in sterling or preferably delivered Leicester.

23. **STIFFENERS.**—A firm of Northampton importers of boot and shoe accessories desire to hear from Canadian producers of stiffeners or counters. Samples and quotations c.i.f. United Kingdom port or delivered Northampton in sterling desired.

24. **SHANKS.**—A Northampton firm of importers of shoe accessories would like to have a full range of wood shanks submitted to them, together with prices preferably delivered Northampton in sterling.

25. **LEATHER.**—Factors and importers in Northampton are open to receive quotations on all kinds of upper and bottom leather.

26. **LEATHER.**—A Northampton firm of leather importers would like to hear from an Ontario or Quebec producer of patent leather with a view to representation and sales.

27. **CORRUGATED BOARD.**—A West of England firm desire quotations on corrugated board in 500 and 1,000 reel lots, reels 26 inches wide and 250 feet long; weight 32 pounds per reel and 46 pounds per reel.

28. **WESTERN LARCH.**—An Italian firm desire to act as representatives of a Canadian exporter of Western larch. This firm will eventually be interested in silver spruce, cedar, and other Western lumber.

29. **SAWN MAPLE FLOORING STRIPS.**—A London firm of timber agents and brokers have an inquiry for the following specification and invite offers from Canadian manufacturers: Sawn Canadian maple flooring strips.—Thickness, 1 inch and 1½ inches (clear one face and two edges); width, 3½ inches; lengths, 18½ inches and up in multiples of 9½ inches. Prices would be required c.i.f. London for stock selected for colour (either all heart or all sap) or unselected for colour. Prices are to include 5 per cent commission and 2½ per cent discount to buyer, both calculated on the full c.i.f. value.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Planter, Jan. 18; Canadian Ranger, Feb. 1—both C.G.M.M.; Bolingbroke, Jan. 21; Beaverdale, Feb. 4—both Canadian Pacific.

To AVONMOUTH.—Salacia, Jan. 20; Concordia, Feb. 2—both Anchor-Donaldson.

To BELFAST, LONDONDEIRY, CORK AND DUBLIN.—Lord Antrim, Jan. 23; Carrigan Head, Feb. 9—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Traveller, Jan. 25; Canadian Scottish, Feb. 8—both C.G.M.M.

To GLASGOW.—Salacia, Jan. 20; Concordia, Feb. 2—both Anchor-Donaldson; Bothwell, Canadian Pacific, Jan. 28.

To LIVERPOOL.—Melita, Jan. 20; Minnedosa, Jan. 27; Montclare, Feb. 3; Metagama, Feb. 10—all Canadian Pacific.

To LONDON.—Canadian Planter, Jan. 18; Canadian Ranger, Feb. 1; Canadian Inventor, Feb. 15—all C.G.M.M.; Bolingbroke, Jan. 21; Bosworth, Jan. 28; Beaverdale, Feb. 4; Beaverburn, Feb. 11—all Canadian Pacific; Ariano, Furness Line, Jan. 21.

To HULL.—Ariano, Furness, Withy, Jan. 21.

To MANCHESTER.—Manchester Brigade, Jan. 28; Manchester Producer, Feb. 11—both Furness Line.

To ROTTERDAM.—Hada County, County Line, Jan. 25.

To HAMBURG.—Grey County, County Line, Jan. 28; Beaverburn, Canadian Pacific, Feb. 11.

To COPENHAGEN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Feb. 3.

To ITALIAN PORTS.—Valfiorita, Lloyd Mediterraneo Italian Service, Jan. 20.

To SOUTH AND WEST AFRICAN PORTS.—A steamer, Elder Dempster Line, Feb. 15.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Volunteer, Jan. 28; Canadian Skirmisher, Feb. 11—both C.G.M.M.; Invernia, Pickford & Black, Feb. 8.

To AUSTRALIAN AND NEW ZEALAND PORTS.—A steamer, New Zealand SS., Feb. 18.

From Halifax

To ANTWERP.—Canadian Planter, Jan. 20; Canadian Ranger, Feb. 3—both C.G.M.M.

To CARDIFF AND SWANSEA.—Canadian Traveller, Jan. 27; Canadian Scottish, Feb. 10—both C.G.M.M.

To LIVERPOOL.—Nova Scotia, Jan. 21; Newfoundland, Jan. 31—both Furness, Withy; Ascania, Cunard Line, Jan. 16.

To LONDON.—Canadian Planter, Jan. 20; Canadian Ranger, Feb. 3—both C.G.M.M.; Ariano, Furness, Withy, Jan. 23; Alaunia, Cunard Line, Jan. 23.

To MANCHESTER.—Manchester Regiment, Jan. 16; Manchester Brigade, Jan. 30; Manchester Hero, Feb. 14—all Furness, Withy.

To ST. JOHN'S, Nfld.—Nova Scotia, Jan. 21; Newfoundland, Jan. 31—both Furness, Withy; Silvia, Jan. 24, Feb. 7; Nerissa, Jan. 17, Jan. 31, Feb. 14—both Red Cross Line; Farnorth, Farquhar SS., Jan. 28, Feb. 11.

To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE MIQUELON.—Skipper, Farquhar SS., Jan. 17, Jan. 31, Feb. 14.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Jan. 21; Canadian Fisher, Feb. 11—both C.G.M.M.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, Jan. 20; Canadian Runner (calls at Guadeloupe), Feb. 3—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Jan. 27; Canadian Volunteer, Feb. 10—both C.G.M.M.; Adolf Bratt, Jan. 19; Italia, Feb. 2—both Pickford & Black.

To NEW ZEALAND PORTS.—Canadian Highlander, C.G.M.M., Jan. 25.

To AUSTRALIAN PORTS.—Canadian Commander, C.G.M.M., Feb. 4.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Jan. 25; Andalusia, Feb. 17—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific, Feb. 4.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Achilles, Blue Funnel, Jan. 31.

To YOKOHAMA, KOBE AND DAIREN.—London Maru, Osaka Shosen Kaisha, Jan. 19.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, Feb. 8.

To MELBOURNE AND SYDNEY.—West Ivan, American-Australia-Orient Line, early February.

To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—West Conob, American-Australia-Orient Line, Feb. 13.

To HAVRE, ANTWERP AND BORDEAUX.—Arizona, Feb. 8; Georgie, Feb. 18—both Cie. Gle. Transatlantique.

To HAMBURG, ANTWERP AND BREMEN.—Odenwald, Jan. 26; Osiris, Feb. 16—both Hamburg-American Line.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Feb. 9; Tagliamento, Jan. 26—both Navigazione Libera Triestina.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Grootendyk, North Pacific Coast Line, Jan. 24.

To KINGSTON, JAMAICA.—Canadian Miller, C.G.M.M., Feb. 6.

COMMERCIAL INTELLIGENCE JOURNAL

CANADIAN TRADE COMMISSIONERS

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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CONTRACTS FOR FOODSTUFFS: CANTEENS OF ROYAL NAVY, ARMY, AND AIR FORCE

Prices have been requested on a c.i.f. basis for canned goods, including fruit, meats, fish, and milk, as well as other canned commodities, from a large organization in London, England. These supplies are for the canteens of the various bases of the Royal Navy, Army, and Air Force throughout the world. At the moment quotations are required for the bases at Singapore, Malta, Gibraltar, Egypt, and Iraq. The organization referred to wishes to purchase direct for delivery to these centres, instead of shipping such Canadian products from the United Kingdom, the method now adopted.

This opportunity is especially directed to the attention of Canadian exporters of canned foods of all kinds. Details will be sent to interested Canadian firms on application to the Department of Trade and Commerce, Ottawa (quoting file No. 16377).

TENDERS FOR THE GOVERNMENT OF THE SOUTH AFRICAN UNION

Canadian firms who desire to tender for Government contracts in the Union of South Africa are advised that this business is now being done through agencies in that country. With the exception of permanent way material, tenders for which are handled by the High Commissioner in London, tender forms are only issued in South Africa and are returnable there. This, it is understood, has resulted in some large contracting firms who had hitherto been unrepresented in South Africa opening offices in that country.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND THREE MONTHS ENDED DECEMBER 1920, 1921, 1926 and 1927: WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of December				Three Months ended December				United States Tariff Rates in force	
	1920	1921	1926	1927	1920	1921	1926	1927	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922
Animals (except for improvement of Stock)—										
Cattle..... No.	29,265	15,103	16,436	26,639	153,271	100,175	55,971	140,398		
\$	2,177,754	352,103	551,920	1,429,369	11,738,578	1,806,018	1,808,076	7,453,487	Free	30 p.c.
Horses..... No.	56,264	26,562	3,923	6,500	207,529	110,507	16,052	38,580		
\$	161,471	124,183	137,929	113,929	434,768	496,035	421,971	386,732	10 p.c.	10 p.c.
Poultry..... No.	195,078	166,622	187,229	121,895	533,236	496,932	449,737	381,606	1c. per lb.	1c. per lb.
\$	21,796	3,901	187,700	187,357	562,256	511,437	437,757	333,523	Free	3c. per lb.
Sheep..... No.	172,448	22,770	799	6,913	937,956	209,841	113,797	121,771		\$2 per head
Fruits—										
Apples, green or ripe..... Brl.	1,194	16,375	1,867	1,905	10,123	387,161	12,101	48,231		
\$	6,716	84,255	8,533	8,062	48,263	1,983,598	60,981	238,678	10c. bu. 50 lb.	25c. bu. 50 lb.
Apples, dried..... Lb.		330,710				618,100			1c. per lb.	2c. per lb.
\$		38,713				71,652			1c. per lb.	1c. per lb.
Berries, fresh..... Lb.			140,662	68,703			1,518,238	1,027,523	3c. per qt.	1c. per lb.
\$	7,040	5,278	11,281	7,721	23,542	30,450	144,812	106,685		
Grains—										
Barley..... Bush				4	128		3,695	11,270	15c. bu. 48 lb.	20c. bu. 48 lb.
\$				4	138		1,848	6,767	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans..... Bush	137	2,632	385	644	357		4,420	8,245	2c. lb.	1½c. lb.
\$	759	6,729	1,883	2,681	1,964	6,737	1,937	3,924		
Buckwheat..... Bush	67,107	30,134	3,675	1,407	78,845	53,364	19,034	3,852	Free	10c. per 100 lb.
\$	77,537	20,917	2,747	1,130	63,278	41,744	13,781	2,935		
Oats..... Bush	134,960	601,426	59,000	112,249	209,346	829,588	206,537	245,537	6c. bu. 32 lb.	15c. bu. 32 lb.
\$	88,796	256,156	29,789	65,355	146,131	368,949	101,905	139,257	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, whole..... Bush	2,950	10,129	6,724	28,818	12,070	56,039	28,971	54,670	10c. bu. 60 lb.	1c. lb.
\$	18,998	28,882	14,427	48,801	76,049	177,558	54,064	97,932	10c. bu. 60 lb.	1c. lb.
Peas, split..... Bush		8,082				13,482	58	874	20c. bu. 60 lb.	1½c. lb.
\$	110,531	29,529			243,635	50,997	2,623	400	Free	Free
Rye..... Bush	176,337	2,490			401,618	68,972	1,522	1,522		
\$	12,234,449	3,365,617	1,063,149	1,597,607	29,169,956	56,279	1,384	1,215	Free	Free
Wheat..... Bush	24,796,861	3,629,201	1,307,088	1,938,593	65,478,618	10,260,239	4,754,266	5,084,327	Free	35c. per bush.
Grain Products—										
Bran, shorts and middlings..... Cwt.	137,442	22,419	87,325	190,422	413,196	241,619	568,438	977,691		
\$	269,145	22,562	108,526	255,227	770,632	231,468	699,724	1,318,896	(e)	(e)
Wheat Flour..... Brl.	194,181	83,143	1,298	261	521,477	226,203	2,828	1,325	Free	20 p.c.
\$	1,985,425	471,836	8,042	1,709	5,723,301	1,411,717	19,109	9,769		1-04 p. 100 lb.
Meats—										
Bacon, hams, shoulders and sides... Cwt.	228	120	3,126	4,225	958	350	7,050	13,189	Free	2c. per lb.
\$	9,412	3,508	102,677	137,584	38,821	11,220	239,503	444,274	Free	2c. per lb.
Beef, fresh, chilled or frozen..... Cwt.	24,715	31,859	5,656	60,288	98,314	95,166	33,534	213,937	Free	3c. p. lb. (x)
\$	356,351	383,204	78,615	79,779	1,002,623	1,002,623	398,328	2,717,241	Free	2c. per lb.

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	8,744 215,463	14,860 272,040	714 16,192	2,048 51,062	39,072 997,361	44,817 741,447	6,731 155,953	10,327 207,580	Free	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....	Cwt.	629 30,799	1,088 29,982	10,685 226,361	7,114 122,515	3,671 136,149	2,476 67,923	43,833 894,278	43,833 834,820	Free	2c. per lb.	3c. per lb.
Pork, dry-salted and pickled.....	Cwt.	451 7,420	..... 502,374	2,981 74,050	2,808 56,369	622 9,795	..... 385,952	3,097 77,097	3,311 83,211	Free	25 p.c.	2c. per lb.
Poultry, dressed or undressed.....	.....	308,896	.....	282,158	7,420	385,952	611,513	295,208	24,510	Free	2c. per lb.	6c. per lb.
Other meats, including canned meats, but excluding extracts.....	Cwt.	1,446 25,374	990 9,078	8,737 73,495	7,126 66,640	6,704 106,286	3,441 34,667	30,907 290,432	24,510 235,622	Free	25 p.c.	20 p.c.
Milk and milk products—												
Butter.....	Lb.	288,902 155,962	389,491 155,962	11,400 4,262	1,600 58,668	1,439,608 722,798	2,301,493 856,193	169,600 53,863	4,800 2,082	21c. per lb.	6c. per lb.	12c. per lb. (i)
Cheese.....	Lb.	8,224 3,375	170,221 29,346	3,842,300 660,933	1,895,200 94,739	97,739 372,553	2,447,912 372,553	9,817,574 1,659,574	5,973,300 1,192,666	20 p.c.	23 p.c.	(j)
Cream.....	Gal.	51,773 87,883	313,691 570,267	313,691 570,267	290,503 467,512	306,248 502,905	306,248 502,905	313,691 502,905	313,691 502,905	Free	5c. gal.	20c. gal. (k)
Milk, fresh.....	Gal.	67,977 24,062	111,174 26,530	381,522 84,248	332,256 72,403	316,127 103,272	332,256 103,272	1,381,987 282,583	1,057,783 213,409	Free	2c. gal.	2½c. gal. (k)
Milk, condensed, evaporated, and milk powder.....	Lb.	1,088,105 190,892	5,921 749	894,800 87,605	300,700 24,913	2,700,699 407,640	38,715 7,877	2,446,300 219,783	1,831,000 150,295	Free	2c. per lb.	1c.—3c. lb.
Seeds—												
Clover seed, alsike.....	Bush.	5,052 67,812	15,405 133,918	8,314 137,048	11,432 136,577	8,155 109,787	39,532 358,342	12,460 87,327	45,774 530,717	Free	Free	4c. per lb.
Clover seed, alfalfa and red.....	Bush.	.....	3,552 2,910	151,583 13,011	11,472 9,050	45 1,523	3,948 4,000	383,727 305,096	32,375 12,783	Free	Free	4c. per lb.
Clover seed, other.....	Bush.	163 1,620	10,841 477,301	13,011 331,584	13,011 34,697	1,523 608,015	16,009 1,343,991	220,326 1,178,602	57,831 325,007	Free	Free	(l)
Flaxseed.....	Bush.	546,204 1,059,904	892,536 13,999	635,952 11,389	59,518 9,067	608,015 23,218	1,343,991 2,306,849	220,326 2,330,807	699,157 34,497	20c. bu. 56 lb.	30c. bu. 56 lb.	40c. bu. 56 lb.
Grass seed.....	Bush.	27,815	41,793	24,078	12,953	47,447	163,712	24,661	49,989	Free	Free	2c. per lb.
Vegetables—												
Potatoes.....	Bush.	96,958 96,425	53,632 41,712	581,763 627,015	170,091 138,234	1,098,939 1,015,577	342,962 329,766	2,964,134 2,616,104	1,249,716 1,094,545	Free	25c. bu. 60 lb.	50c. per 100 lb
Sugar beets.....	Ton	3,721 33,779	2,913 17,135	26,856 177,036	5,712 34,566	9,428 84,664	10,291 62,011	59,684 372,634	50,109 305,080	Free	5 p.c.	80c. ton 2,40 lb
Turnips.....	Bush.	338,919 83,134	285,432 73,621	336,737 106,296	360,052 85,668	1,071,859 252,849	1,070,882 290,647	1,173,072 367,552	263,454	15 p.c.	15 p.c.	12c. per 100 lb.
Miscellaneous Products—												
Eggs.....	Doz.	31,885 19,530	3,846 2,324	900 558	162 76,280	114,478 125	109,755 52,818	35,565 16,211	849 445	Free	Free	8c. per doz.
Hay.....	Ton	10,257 229,245	148 320,453	30,299 64,619	7,783 64,619	30,394 689,981	360 7,482	63,775 135,483	17,309 135,483	Free	\$2 ton 2,40 lb.	\$4 ton 2,40 lb
Maple sugar.....	Lb.	7,556 1,741	353,025 25,017	246,008 50,546	231,611 39,235	730,167 137,722	893,946 64,620	319,776 65,941	617,057 107,512	3c. per lb.	3c. per lb.	4c. per lb.
Tallow.....	Cwt.	2,155 13,999	3,886 18,617	1,226 8,994	3,116 24,924	5,078 41,974	6,013 33,194	4,591 34,586	9,937 83,405	Free	Free	¾c. per lb.
Wool.....	Lb.	2,296,174 533,673	..... .....	198,562 62,397	313,855 105,970	3,020,099 746,687	107,455 10,611	1,459,150 414,288	2,617,953 770,960	Free	(m)	(m)
Total value of above commodities.....	\$	33,591,441	7,942,965	6,874,809	6,841,821	95,691,457	25,576,106	24,265,390	27,832,001	.....	.....	.....

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2½c. per lb. (i) Prior to April 5, 1926, 8 cents per lb. (j) Cheese, 5c. per lb. but not less than 25 per cent. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Clover seed, crimson, 1c. per lb., white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See Commercial Intelligence Journal No. 974, Sept. 30, 1922, pages 516-7.

CANNED GOODS MARKET IN WEST OF ENGLAND

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, December 20, 1927.—Owing to the extremely unfavourable weather and reduced purchasing power, and to the general and coal strikes of 1926, the bright hopes entertained for 1927 as a good selling year for canned fruits did not materialize.

In many quarters, however, it is considered that the outlook for 1928 is bright for certain qualities of Canadian canned goods, especially apples and pears. The output of Oregon Washington pack apples has been seriously curtailed this year, and in many cases only 50 per cent of the contracts are being delivered. The short apple crop in Canada will militate against heavy shipments to the United Kingdom except at prices materially higher than last year, so that conditions are the same in both countries.

BRISTOL SITUATION

In a recent report on the "Import Trade of the Port of Bristol for the nine months ending September 30, 1927," published in this journal, attention was called to the fact that United States exporters shipped 2,857 tons of canned goods direct to Bristol compared with 13 tons from Canada. In explanation of these figures it should be borne in mind that considerable quantities of Canadian canned goods are shipped via Liverpool and London for the West of England, while on the other hand shipments to South Wales go direct. The most likely explanation is that the United States port terminals for canned goods are Liverpool, London, and Avonmouth, whereas in the case of Canadian trade they are London, Liverpool, Glasgow, Avonmouth, Plymouth, Cardiff, Swansea, and Southampton. Of these it will be noted that four are in this area.

The canned fruit trade in the Bristol and South Wales area, in addition to decreased trade owing to lower purchasing power, was faced in 1927 with heavy liquidations of stocks. It is understood that the entire canned fruit trade of the United Kingdom was upset by one large English organization which broke the canned goods market by buying the entire Australian crop in addition to a portion of the Californian which they found it necessary to carry over. Purchases far in excess of their requirements were made, and on top of this a bad year developed. It has therefore been found that large quantities had to be liquidated at low prices this season.

BETTER TRADE IN SOLID PACK GALLON APPLES

The great demand is for the solid pack in the sale of gallon apples, and deliveries both from British Columbia and the Maritime Provinces are available. The solid pack from the Annapolis Valley is of excellent quality, and these are now being sold in the West of England and obtaining splendid results. The water pack is in declining demand.

Prices for United States solid pack have advanced from about 18s. (\$4.38 exchange at par) to 24s. (\$5.83) per dozen cans. Therefore Canadians which are being offered at around about 22s. 6d. (\$5.46) for solid pack and 19s. (\$4.62) for water pack are making a good entry. The trade in gallon cans appears to be increasing in the district.

In the past difficulties were experienced through the cans for gallon apples being of too thin a plate, giving them the appearance of being "blown". In reality it was only the weight of the contents bulging the ends of the tins and making them appear slack. This objection has been entirely overcome and no complaints have been recorded during the past year.

CANNED PEARS

The date when prices for canned fruits are available is generally controlled by Californian and Oregon packers, and this year canned fruit prices did not appear until August, the reason being given that there was a hold-up of the American peach pack.

The following are the comparative prices for 1926 and 1927 and are for June and August in the respective years. (The explanation is that the prices came out in June, 1926, as compared with August, 1927.)

Pears	1926	1927
Fancy grade	12/9 (\$3.10)	12/9 (\$3.10)
Choice grade.	11/6 (\$2.79)	11/4 (\$2.75) ..
Standard grade.. . . .	10/3 (\$2.49)	10/4 (\$2.51)
2nd standard.. . . .	9/6 (\$2.31)	9/3 (\$2.25)

The 1926 prices dropped quite rapidly after the opening, which means that the opening prices for 1927 are considerably higher than the average 1926 prices.

One firm who are heavy importers of pears state that there is a brighter outlook for Canadian-grown as the Oregon and Washington canners were only able to put up a skeleton pack. It is understood that the small speculative canner in the States, who has been the bugbear of the trade for the past four or five years, has definitely been unable to pack owing to the curtailment of financial facilities. With regard to Californian pear packers, they have apparently adopted a very conservative policy due to their unfortunate experience in carrying over large stocks which eventually had to be slaughtered in the following season.

Canada has this year offered a very fine Bartlett pear in No. 2½ cans at about 10s. (\$2.43) per dozen, and if packers can assure the trade of uniform packing it is more than likely that the spring of 1928 will find a good quantity of these disposed of in this area. There is no reason why 2½ Keiffer pears in standard syrup should not supply the cheaper trade heretofore done by Californian seconds. But against this is the deterrent factor that Californian packers obtain their raw material at prices cheaper than Canadian packers.

HIGH-QUALITY CANADIAN BARTLETT PEARS

One of the greatest handicaps which Canadian packers have to overcome in so far as the English market is concerned is that in Canada they must buy at from \$60 to \$75 per ton, as against the Californian pears which are secured for canning purposes in the vicinity of \$30 to \$40 per ton.

The flavour of the Canadian pear is superior to that of the Californian, but the area in which these Bartlett pears can be grown successfully in Canada is very limited, and this explains not only the higher price obtainable in Canada but also limited the extent to which Canada can be a large producer of either Bartlett pears or peaches.

SUCCESS OF CANADIAN PEARS AT EXHIBITION

At a recent unlabelled canned goods competition held by one of the most influential bodies in England during 1927 Canadian Bartlett canned pears were chosen unanimously by the judges, who had no means of identifying the origin of the fruit, as the highest quality from any source. The judges were men regularly selling canned goods in the West of England.

PEACHES, APRICOTS, AND LOGANBERRIES

Comparative prices for canned peaches during the past two years are as follows:—

Peaches	1926	1927
Fancy grade.. . . .	11/3 (\$2.73)	9/3 (\$2.25)
Choice grade	9/9 (\$2.37)	8/3 (\$2.00)
Standard.. . . .	9/- (\$2.19)	7/6 (\$1.82)
2nd standard	8/3 (\$2.00)	6/10½ (\$1.67)

At time of writing standard grade peaches can be obtained as low as 6s. 7½d. (\$1.61) with second standard at 6s. 3d. (\$1.52). The reasons why large quantities of Canadian peaches cannot reach this market have been discussed so often in the past that they need not be gone into here. The drop in price from last year is approximately 17 per cent.

The price for apricots for the same comparative periods—June, 1926, and August, 1927—for Californian pack are c.i.f. as follows:—

Apricots	1926	1927
Fancy grade	12/6 (\$3.04)	12/3 (\$2.98)
Choice grade	11/3 (\$2.73)	11/3½ (\$2.74)
Standard	9/6 (\$2.31)	8/4½ (\$2.03)
2nd standard	8/9 (\$2.12)	7/6 (\$1.82)

The market for loganberries is at present very bad. Two years ago firms bought considerable quantities and the demand was good. Last year's purchases were roughly 60 per cent of the year before, and even with this restricted buying there was carry over of 10 per cent.

CANNED VEGETABLES

The West of England will never be a good market for canned vegetables. First of all, it is an agricultural community; and secondly, there is only a small hotel trade.

Canned Peas.—Prior to the enactment of the present Pure Food Regulations, copper sulphate was allowed in canned peas, although Canadian packers never fell into line with the practice. This has now reacted in favour of Canadian supplies owing to the restrictions, and has resulted in business at the expense of the French, Belgian, and Italian trade. At the same time, firms supplying hotels state that the sale of canned peas has definitely fallen since the restrictions came into force as the peas do not look nearly so appetizing without the added colouring matter. On the other hand, certain hotel proprietors think that it is better to have no peas than those which look insipid and colourless.

Canned Corn.—There is a limited though fairly steady trade for canned corn throughout this area. The sale of corn on the cob in tins is restricted to American and Canadian residents in this country.

Canned Tomatoes.—The market is quite firm for Italian tomatoes, and these together with the Spanish pack obtain the bulk of the market. Prices for United States and Canadian packs are rather high and offerings very small. "Tarantellas" and "Cireo" are at a premium, obtaining 7s. (\$1.70) per dozen for 3's. Ordinary packs are selling at from 5s. 6d. to 6s. (\$1.33 to \$1.46) per dozen tins nominal 3's, with Americans on offer at from 5s. to 5s. 6d. (\$1.21 to \$1.33).

One firm of Bristol importers who handled 70,000 cases of Italian tomatoes this year state the Italian packers have been selling in England for less money than they were able to obtain in the United States in order to retain their trade in this country. Owing to the fact that the Americans were buying from Italy, he considered that Canada would stand as good or better chance of fair prices in the States as in the United Kingdom.

Canned Pork and Beans.—There are distinct possibilities in this market for canned pork and beans with tomato sauce. One well-known United States-Canadian packer is doing quite well, and there is room for increased trade. At the time of writing a Bristol broker is desirous of representing a Canadian packer of pork and beans. The Bristol office will be glad to follow up this inquiry on behalf of interested Canadian firms.

CANNED FISH

Salmon.—High prices which are being asked for canned salmon are definitely checking the consumptive demand. The standard of price is the No. 1 All Red Alaska, which from 42s. (\$10.21) last year has advanced to 51s. (\$12.40). It is understood that the United States Government restrictions of fishing has to a certain extent caused this advance in price, but salmon is one of the articles the consumption of which is dependent upon the retail selling price.

Pilchards.—The demand for pilchards has been disappointing in spite of moderate prices.

Lobster.—The trade in canned lobster has definitely dropped back owing to the collapse of the Japanese crab market. Prices opened this year at about 100s. (\$24.33) per case and have dropped steadily until they are in the vicinity of 75s. to 85s. (\$18.25 to \$20.67). Considering that Nova Scotian canned lobsters $\frac{1}{2}$'s cost in the vicinity of 155s. to 160s. (\$37.71 to \$38.93) and $\frac{1}{4}$'s are 88s. to 95s. (\$21.40 to \$23.11), crabs are extremely reasonable. The recent financial crash in Japan which involved two of the biggest packers is believed to have been the real cause of the break in prices of crab.

CURRENT BUSINESS CONDITIONS IN NEW ZEALAND

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, December 19, 1927.—The depression through which New Zealand business has been passing appears to be gradually giving way to more satisfactory conditions. The advent of the summer season and prospects of increased production from agriculture and the minor industries, rises and a fair measure of maintenance of dairy produce prices in the United Kingdom market, a distinct increase in the price levels established at recent wool sales, the development of new markets for exportable produce, and the conversion of last year's adverse trade balance to a favourable one, are the more important features in the present situation and offer a sound basis for more optimistic views of the future than have been held during the past year.

THE TRADE BALANCE

A favourable trade balance has invariably resulted in satisfactory economic conditions in New Zealand. The unfavourable balance which characterized New Zealand's foreign trade during 1926 accompanied a general falling off in the volume and value of business transacted within the country, but will in all probability be converted during the present year to a favourable balance of considerably over £3,000,000. The improvement in external trade conditions, in fact, has been so consistent that the adverse balance of £5,800,000 for the twelve-month period ended June, 1926, and of £4,600,000 for that ended December, has been reduced to £2,500,000 for the year ended March, 1927, to £1,000,000 for the year ended June, and to £300,000 for the year ended September last. Trade returns for the ten-month period ended October, 1927, showed an excess of exports over imports of £2,987,721—a distinct improvement over the corresponding period of the previous year, when import values were in excess of those of exports by no less than £2,721,000. The improved situation has resulted from a decrease in imports of £4,500,000 and an increase in export values of over £1,000,000.

The marked decline in imports is accounted for chiefly by reductions in the import values of motor vehicles, motor spirit and other petroleum products, wheat, wheat flour, apparel and cotton piece goods, offset by some increase

in the value of incoming shipments of silk, galvanized iron plates, and other iron and steel products. Increased exports have resulted principally from a rapid expansion in oversea shipments of butter, wool, and frozen lamb, the net gain being made in the face of comparatively serious declines in sales of cheese, potatoes, and tallow.

PRICES OF EXPORT COMMODITIES

The index number of export prices of all exported commodities, 1,526 for the year 1926, has increased during the current year from 1,486 in January to 1,571 in October and now stands 45 points higher than the average of last year. Dairy produce prices have contributed in a large measure to this result. After having averaged from 1,300 to 1,350 for the first nine months of 1927, the index rose by some 200 points to 1,536 in October. The index of meat prices has shown a gradual decline from previous high levels, while that of wool prices also has shown some decreases which, however, have probably been of a temporary nature only. Prices of hides, skins, and tallow, in which fewer fluctuations are apparent than in the case of other exported commodities, are still at practically the same level established two years ago, while the index of export prices of miscellaneous commodities shows a gradual decrease to a level of 1,391, 200 points below the index for the same month of the preceding year.

Perhaps the most significant feature of the situation is the increase in the index of prices of all groups from 1,422 in October, 1926, to 1,571 in the same month of 1927.

THE WOOL CLIP

The quantities, grade, and prices of the year's wool clip, as indicated by results of recent sales, have given a decidedly favourable outlook to the sheep-farming industry. When at the season's first sale it was evident that buyers were offering 1d. to 2d. per pound better prices than on the same occasion last year, there was much hesitation in accepting the increase as portending a continuance of such higher returns. Succeeding sales, however, have confirmed early indications and with few exceptions this year's wool prices have been at definitely higher levels. The ultimate result of increased prices per pound of wool when bales average some 300 pounds each and several thousand are offered and purchased at each of some twenty-eight sales is evidently one of great import to the farming community, and, accompanying a regular increase in production, is leading to considerable optimism.

DAIRY PRODUCE PRICES

From the point of view of production, the present season has to date been the most successful ever experienced in New Zealand. Butter graded during October amounted to 9,110 tons, an increase over the quantity graded in October, 1926, of 1,310 tons. The amount graded in the three months ended October, moreover, increased from 13,800 tons in 1926 to 16,900 tons in 1927, while the quantity held in store on October 31 also increased by some 200 tons. After prices in London had been maintained at comparatively high levels during the beginning of the season, a slight drop occurred during October and has only recently given way to some increases. It is anticipated, however, that curtailed supplies of both Australian and Argentinian butter on the London produce markets, even in spite of large shipments of the New Zealand product, will result in fresh price increases and their maintenance during the greater part of the present season.

The cheese market has given few indications of improvement. After a period of moderate prices, the arrival of the new season's output has resulted in gradual decreases and a distinct falling off in demand. Some further declines

are anticipated, but many New Zealand factories have fortunately sold a large portion of their output at remunerative figures and the net result is expected to warrant a fair degree of satisfaction.

MISCELLANEOUS LOCAL CONDITIONS

Numerous minor features of the domestic situation indicate the confidence with which the future is regarded. The acreage sown to wheat has been officially estimated at 270,000 acres in comparison with a recorded area for the previous year of 220,000, although the areas sown to oats and barley are probably less by a corresponding amount. The value of building permits issued in the larger cities and towns during October is over £200,000 in excess of that for any of the last thirteen months and some £300,000 greater than for October, 1926. The quantity of hemp graded during October, 1927, showed an increase of 23 per cent over the quantity for the same month of 1926; tow graded increased in quantity by practically 50 per cent.

The lag in such indices of general conditions as bank returns, which have as yet shown little improvement, is occasioned by customary delays in payments for primary produce, and is one of the characteristic results of fluctuations in the general situation. On the whole, however, increased production and the higher prices of exported commodities appear as the principal features pointing to a period of definitely greater prosperity.

PULP AND PAPER INDUSTRY IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, December 15, 1927.—As the annual reports of both the Commonwealth Council for Scientific and Industrial Research and the Development and Migration Commission for the year ended June 30, 1927, contain references to the present condition of the pulp and paper industry in Australia, excerpts from both reports are appended below for the information of those interested in exporting paper from Canada to Australia.

REPORT OF THE COUNCIL FOR SCIENTIFIC AND INDUSTRIAL RESEARCH

Paper-pulp Investigations.—Prior to the creation of the Council, very satisfactory results had been obtained from the investigations on paper pulp initiated by the former Institute of Science and Industry, and carried out by Mr. L. R. Benjamin. An investigation on the pulping of eucalypt wood by the sulphite process was first taken up in 1924, following the successful application of the soda process in a modified form to the pulping of eucalypts. As a result, it appeared that there was every probability of manufacturing sulphite pulp sufficiently cheaply to allow of its use in the manufacture of newsprint, of which over 100,000 tons per annum are imported into Australia. The matter was taken up by certain commercial interests, which carried out a large-scale test in Europe, for which purpose 100 tons of stringy-bark wood from Tasmania were used.

The results obtained in the laboratory with a few pounds of wood were thus repeated on a 100-ton lot, and the agreement in results was satisfactory. Financial interests have now decided to expend up to £50,000 to test the practicability of manufacturing newsprint on a 1-ton per day plant, and it is stated that if the results are satisfactory the establishment of the newsprint and sulphite cellulose industry, involving the expenditure of from £1,500,000 to £2,000,000 in the course of the next five or six years, is assured.

The Council has recently concentrated its work in this sphere on the production of a satisfactory mechanical pulp for use, together with chemical pulp, in the production of newsprint. Definite conclusions have now been reached as a result of this work, and it is believed that they will assist materially in the establishment of the newsprint and sulphite cellulose industries. Four outstanding factors have been established on the laboratory scale. The first is that approximately 30 per cent of groundwood or mechanical pulp from certain immature eucalypts can be used with sulphite pulp from similar woods. Secondly, adjustments of mechanical conditions in sulphite cooking have resulted in considerable reduction of cooking time (from ten to six hours—a saving of four hours), with a pronounced

increase in yield and improvement in quality of pulp for newsprint purposes. The third important point is that bleaching of sulphite pulp is unnecessary for newsprint, and the fourth is that the combined result of the new data which have been obtained indicates a reduction of from £2 to £3 per ton in the cost of production of newsprint.

Very promising results have also been obtained from the Council's investigations on *Pinus insignis*, an imported pine planted largely throughout Australia. It has a considerable advantage over other wood in its remarkable rate of growth. The results show that the pulp from *Pinus insignis* is eminently suitable for use in the manufacture of the strong brown wrapping paper used for paper bags, etc., commonly known as kraft paper. Large quantities of *Pinus insignis* are available, especially in the southeastern parts of South Australia, and there is every reason to believe that all the kraft pulp required in Australia can be produced in this country in the next ten or twelve years, and that the quality will be equal to that of the paper now imported. The Council, in co-operation with the Development and Migration Commission, has arranged for semi-large scale tests to be carried out, in the belief that they will lead to commercial exploitation on a large scale. It is expected that the necessary plant will have been erected and that the tests will commence early in October, 1927, at the Sydney mill of the Australian Paper Manufacturers Limited.

REPORT OF DEVELOPMENT AND MIGRATION COMMISSION

Manufacture of Paper.—The Government of South Australia, having made important advances in the growth of *Pinus insignis*, requested the Commonwealth Government to institute working tests on a commercial scale, to determine the suitability of such timber in the manufacture of kraft paper, and the costs involved in its production.

The request was referred to this Commission and to the Council for Scientific and Industrial Research. These bodies have investigated the proposals, and for the tests have evolved plans which have been approved by the Government. These tests are now in progress at the works of the Australian Paper Manufacturers Limited in Sydney, with the assistance of this company.

The supervision is in the hands of the Council for Scientific and Industrial Research, and the charges are being borne by this Commission. The results should prove of value to all States as indicating the economics of *Pinus insignis* as a pulp timber.

During the year 1926-27 printing paper, kraft paper, and pulp to the value of £5,323.011 was imported into Australia. It is obviously of great importance to the balanced development of Australia that we should, if possible, be self-contained for our requirements of all forms of paper, and it is hoped that the work proceeding will assist to achieve this end.

The work now in progress in Tasmania by the Tasmanian Paper Pty. Ltd. should develop the economics of the utilization of Australian hardwoods for pulp and paper manufacture. It is interesting to note that this development follows upon the original work of the Advisory Council of Science and Industry, and later of the Institute of Science and Industry, and of the Council for Scientific and Industrial Research.

The latter report would indicate that the experimental work, referred to in the report of the Council for Scientific and Industrial Research, has been in progress for some time both in Tasmania and Sydney, N.S.W., and the results should be available a few months hence.

BATTERY SEPARATORS FOR AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, December 15, 1927.—Investigation was recently made by this office on behalf of Canadian manufacturers of wooden battery separators who are desirous of developing a trade for their products in Australia. The result of these investigations of market conditions is given below for the general information of those engaged in the industry.

With the exception of certain batteries of a type necessitating the use of threaded rubber separators which, however, are small in number, the demand in Australia is almost entirely for the wooden separator made of Port Orford cedar. In the opinion of the trade 95 per cent of the separators used here are of wood, of which 85 per cent are of Port Orford cedar, the balance being of Cyprus pine, etc.

The bulk of the requirements are imported from the United States, with only a small proportion made in Australia from imported flitches of Port Orford cedar and to a lesser extent of local woods which have been found suitable for the purpose.

Wood separators imported into Australia are dutiable under tariff item 303a (articles of wood, n.e.i.) at 33 per cent net if from the United Kingdom and at 49½ per cent net if from any other country, including Canada.

As battery separators are recorded under a general classification in the customs statistics, no figures are available of the quantity imported, nor of the quantity manufactured locally, hence the consumption can only be inferred from the registration of motor vehicles and wireless sets using storage batteries.

The registration of motor vehicles is a State matter and of wireless sets a Commonwealth one. The appended figures of motor vehicle registrations during the past few years were furnished by a prominent motor journal and may be considered reliable.

	1923	1924	1925	1926	1927
No.	152,054	186,532	268,954	350,405	365,570

In 1927 (fiscal year ended June 30) the total registrations of all motor vehicles were 496,156, of which 365,570 were of cars alone and the balance for buses, trucks, taxis, and motor cycles. No figures are available at the moment of the registration of all motor vehicles, other than cars, for the years prior to 1927.

The Commonwealth Postmaster-General's Department, which issues all licences for the use of wireless sets, advises that at the present time approximately 243,000 sets are registered, but that no information is available as to the proportion of valve and crystal sets respectively. These licences are annual ones, and the official opinion is that, taking the present rate of increase of population into consideration, it will be some years before the number in force in any one year will exceed 260,000.

It has been found difficult to ascertain the current prices for wood separators, as some dealers purchase their requirements through the factory of the battery they are selling, while others buy direct from the representatives of factories who work on a commission basis of probably 10 per cent. One of the largest dealers here, who buys in quantities of about 20,000 at a time, stated that recent quotations submitted to him were on the basis of \$11 per 1,000 f.o.b. San Francisco for best quality, treated ready for use, down to \$9 for other qualities.

Another buyer, who also takes quantities of from 15,000 to 20,000 at a time, recently paid \$12.50 at factory in the United States with 7½ per cent extra on invoice value to cover inland freight and other charges to steamer at ocean port. A third dealer, buying through the local representative of an overseas battery, paid £5 4s. (\$25.30) delivered at store duty paid. In each instance the separators were of best quality and ready for use, which appears to be the only condition in which they are saleable here.

Dealers are emphatic in stating that it would be difficult to market anything but Port Orford cedar here. It is not a matter of price but what the trade is accustomed to and the fact that practically all storage batteries imported come in with separators made from that particular variety of wood. Some special inducement they state would have to be offered before they would change to any other kind of wood. The impression is that the general use of Port Orford cedar is largely influenced by the reports issued by the United States Government Laboratory which give the results of tests made of different woods for battery separator purposes. Interested Canadian manufacturers are therefore advised to furnish this office with full details and samples of their products, particularly as to the results of tests made of the wood of which they are composed and its suitability for battery use.

AUSTRALIAN OVERSEA SHIPPING

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, December 15, 1927.—Statistics relating to Australian shipping for the year ended June 30, 1927, have been made available by the Commonwealth Statistician.

The volume of shipping entering and clearing direct from or for overseas countries during the year was 11,163,970 tons, an increase of 495,281 tons or 4.6 per cent of the total in comparison with the previous year. The tonnage of shipping entering ports from overseas countries was 5,558,870 tons, comprising 4,898,869 tons with cargo and 660,001 tons in ballast. The total tonnage of vessels clearing for overseas was 5,605,100 tons, of which 5,028,051 tons represented ships with cargo and 577,049 tons ships in ballast.

Of the total shipping which entered Australian ports during the year, 4,151,474 tons represented vessels of British nationality, compared with 3,985,067 tons of British vessels in the previous year. Of shipping other than British, Norwegian accounted for 302,958 tons; United States, 231,468 tons; Japanese, 210,486 tons; German, 140,810 tons; Netherlands, 115,363 tons; Swedish, 111,920 tons; French, 99,832 tons; and Danish, 61,376 tons.

Included in the British shipping figures are the fine steamers of the Canadian Government Merchant Marine Limited, which aggregated 86,701 in tonnage.

The tonnage of oversea cargo discharged during 1927 (5,955,212 tons) exceeded by 613,000 tons (11 per cent) that recorded in the previous year and constituted a record year for inward cargo. The tonnage shipped (5,246,141 tons) was 77,000 tons (1.5 per cent) greater than that for 1926. The interstate cargo shipped—viz. 6,796,156 tons, which is almost entirely carried by vessels on the Australian register—was also a record for the Commonwealth for any one year, the increase over the previous year being 18.5 per cent.

Of the oversea inward cargo discharged during 1927, vessels on the register of Great Britain carried 3,616,000 tons (60.72 per cent of total); Australian vessels, 359,000 tons (6.03 per cent); Canadian vessels, 141,000 tons (2.37 per cent); New Zealand vessels, 115,000 tons (1.93 per cent); and other British vessels, 87,000 tons (1.46 per cent). The total inward tonnage carried by all British vessels was 4,318,000 tons or 72.51 per cent of the total (5,955,000 tons). Foreign vessels brought 1,637,000 tons of cargo (or 27.49 per cent of the total), of which Norwegian brought 476,000 tons (8 per cent); United States, 282,000 tons (4.74 per cent); Swedish, 245,000 tons (4.11 per cent); German, 164,000 tons (2.75 per cent); Japanese, 130,000 tons (2.18 per cent); Danish, 137,000 tons (2.30 per cent); Netherlands, 84,000 tons (1.41 per cent); and all other foreign vessels, 119,000 tons or 2 per cent.

Vessels of British nationality carried 3,568,000 tons, or 68 per cent of the total outward cargo (5,246,141 tons), and foreign vessels 1,678,000 tons, or 32 per cent of the total. The outward cargo credited to the steamers of the Canadian Government Merchant Marine Limited was 43,000 tons, or 0.81 per cent of the total.

MR. JAMES A. LANGLEY'S VISIT TO MONTREAL

Mr. James A. Langley, Canadian Trade Commissioner to Japan, will remain in Montreal to February 4 to interview firms in that city and district who are interested in trade with his territory. Firms desirous of interviewing Mr. Langley are invited to communicate with Mr. H. C. Beatty, Assistant Secretary, Montreal Board of Trade, or Mr. R. W. Gould, Secretary of the Canadian Manufacturers' Association, Montreal.

foodstuffs shops in the bazaars are heaped with trays of sticky glutinous confections, to an European evil alike in smell, taste, and appearance. But some time ago one of the large British manufacturers decided to make an effort to interest the native population in the European confectionery, and gave away a large quantity of cheap bar and block chocolate. The experiment was an entire failure, as the Arabs and Indians alike preferred their own peculiar sweetmeats.

Of the imports during 1926, about 85 per cent were of British origin, and consisted of standard lines of boiled sweets and tinned chocolates, the boiled sweets, of course, being put up in glass. These candies are standard stores for all "safari" (hunting) parties, their sugar content helping to decrease the monotony of a restricted dietary. For such trade it would be impossible to replace the English article.

No boxed chocolates were seen in East Africa, and in conversation with foodstuffs distributors the opinion was expressed that such confectionery would not keep, except in tins. It is believed that this view is erroneous in so far as inland centres are concerned. In Nairobi, for instance, at an altitude of nearly 6,000 feet, there should be no difficulty in keeping boxed confectionery, particularly if it is tinfoiled. Moreover, if the goods are packed either in tin-lined cases or if the outer containers are dipped in wax there would seem to be no reason why a good quality of confectionery would not remain clear of bloom for some time.

The incident of the writer opening a consignment of Canadian confectionery after it had lain in a Dar-es-Salaam godown (warehouse) for nearly a year, and finding it—thanks to excellent packing—to be in almost perfect condition, has already been reported.

It is not felt as a general rule, however, that it would be possible to stock boxed chocolates at seacoast towns, such as Mombasa and Dar-es-Salaam. Even if such goods were tinfoiled, the heat and humidity would be bound to affect them within a short time.

As the buying power of the East African native improves, it is probable that a considerable market will be created for bulk confectionery of various types, but for the present, Nairobi and the Kenya highlands offer the only market in East Africa of any importance to Canadian confectionery exporters.

In so far as Mozambique and Angola are concerned, there is already a small sale of Canadian confectionery in Lourenco Marques, but no business of any importance in Beira. Nyasaland is not a possibility at present. There is, however, some business available in the Katanga, where there is a considerable sale of French bonbons and similar goods. The difficulty in connection with supplying that centre, however, is that it takes anywhere from ten days to three weeks for freight to reach Elizabethville from South African ports, and this circumstance introduces an element of considerable risk in importing perishable goods.

MEATS AND MEAT PRODUCTS

Imports of meats and meat products for the year 1926 were as follows:—

Meat: Bacon and Ham—	Cwts.	£
Kenya and Uganda	122	1,316
Tanganyika	423	4,406
Zanzibar	84	799
Nyasaland	429	2,288
Total	1,058	8,809
Meat: Tinned, Canned, or Otherwise Preserved—		
Kenya and Uganda	910	5,311
Tanganyika	186	1,479
Zanzibar	34	224
Nyasaland	152	659
Total	1,282	7,673

In an economic sense, the tsetse fly has set up insurmountable barriers between different territories in the African sub-Continent, and this barrier in the course of centuries resulted in diversified and localized populations, within a short distance of each other: one tribe would be pastoral, another agricultural, and perhaps a third dependent on the fish of the rivers for food. It is not unusual to find areas in Africa in which the population do not eat meat at all, and other territories where it only forms an incidental element in native diet. On the other hand, there are territories such as the Athi Plains, fly-free parts of the Rhodesias, and elsewhere, wherein meat remains to this day the chief food of the native population.

The reflex of this condition, of course, is that as communication is established between the various parts of Africa, large reservoirs of live stock are available for distribution throughout the sub-Continent. For instance, on the Athi Plains cattle are the sole form of wealth, and the Masai herds are numbered in millions. In the same way, there are incipient cattle industries in Angola and Northern Rhodesia. In contradistinction to wheat therefore, Africa below the Equator is self-contained in meat and any imports will only reflect specialized demands or a lack of distribution media.

The Katanga district in the Belgian Congo is the only territory in the sub-Continent which imports live stock for food purposes, and this situation is being remedied through the development of a local cattle industry. On account of the heat, great distances and primitive facilities, the tendency must always be for each African area to produce its own perishable foodstuffs; meats, of course, being no exception to that rule.

With reference to prepared meats, the only production of any importance is in Kenya, where one factory cures bacons and hams and preserves other meats in small quantities. This factory retains the Kenya and Uganda market for local supplies, but in order to do so, it requires no less than 10d. (20 cents) tariff protection. As a result, prices of bacons and hams have risen in Kenya from an average of 42 cents per pound in 1924 to 65 cents per pound at present, and other meats have kept pace with this increase. Both Tanganyika and Uganda are protestants against this extreme protection, and Tanganyika has lately refused to apply this duty to imports. It is, of course, obvious that none except the white population can afford preserved meats at such prices.

In Uganda, where the people have always been maize and banana eaters, there is very little meat of any kind sold. The coastal populations likewise are not reliant upon meat to any extent, as they have never been able to rear cattle along the littoral. In connection with the trading population (the Arabs, Indians, and Goanese), who, more than any other, teach the native new habits, it should be noted that the Indian, on account of his reverence for the cow, is not a meat user in any form.

In the Portuguese Colonies the natives could not buy meats if they were available, and the small imports are for the European population. The whole market therefore between the Rhodesias and the Equator is of no importance in so far as any meat product is concerned.

FISH

The imports of fish into the principal sub-Continental divisions during 1926 were as follows:—

Fish: Salted, Pickled or Dried—	Cwts.	£
Kenya and Uganda	6,670	9,419
Tanganyika	8,390	7,307
Zanzibar	12,826	10,588
Nyasaland	493	1,907
Total	28,379	29,221

Fish: Canned—	Cwts.	£
Kenya and Uganda	2,129	14,730
Tanganyika	533	3,591
Zanzibar . . . . .	...	...
Nyasaland	493	1,907
Total	3,155	20,228

Fish is a much more important article of general African diet than meat. The Congo River and the hundred tributaries which drain its vast basin teem with fish. The coastal waters of both the Atlantic and Indian oceans, and the three great lakes (Victoria, Tanganyika, and Nyasa), are equally well stocked. Consequently all native peoples in these vicinities are accustomed to fish, and this circumstance presages development of the demand. It is interesting to note that in Upper Uganda, where the natives have been accustomed neither to fish nor to meat in the past, they will always accept cheap tinned fishstuffs eagerly, where they will not eat tinned meatstuffs.

For hundreds of years the dried and smoked fish trades have been carried on both on the East and the West Coast of Africa. The Atlantic trade has been fairly local, being based on the fishing grounds of the Gulf of Guinea. It is centred around the mouths of the Congo, the Niger, and the Gaboon. On the East Coast, however, the dhows have brought down dried fish from every port or roadside between the Persian Gulf and Zanzibar, and this trade continues to this day. As in the case of nearly every other Central African foodstuff, however, the market holds nothing for Canada at present, as the type of fish and its treatment are entirely different to any Canadian supplies.

It is interesting to see the Indian women in Dar-es-Salaam harbour catching sardines, or rather young herring, by the hundredweight, such fish being very similar to those obtainable in the Bay of Fundy. These small fish are fried in oil and then sold in all the bazaars of East Africa.

With reference to tinned fish, a large market undoubtedly exists in East and Central Africa, but it is dependent upon the offerings being sufficiently cheap to permit a very low-wage population to purchase. There is no prepared foodstuff to which the native will take more kindly than to various tinned fishes, and it is simply the problem of being able to supply a sufficiently small or cheap purchasing unit to fit his low buying power. It is stated that of late years a large English company has put a considerable quantity of tinned whale meat into British West Africa and adjoining territories, with considerable success. None was seen in East Africa, but a market undoubtedly exists there. Unfortunately such markets are largely inland, as by the sea ample supplies of fresh fish and dried are available; and the cost of inland transportation makes the imported article prohibitive in price. As an illustration, Canadian little fish in oil were quoted c.i.f. East African ports at under 4 cents per tin, which brought the fish within the natives' purchasing range. But unfortunately it costs another 4 cents to put that tin of sardines into Uganda, which is the most valuable market. This freight rate reduces the trade to small proportions, and until it is reduced there can be no great increase in the sale of tinned foodstuffs of any types.

FRUITS

The imports of prepared fruits and jams and jellies during 1926 were as follows:—

Fruit: Bottled, Canned or otherwise preserved—	Cwts.	£
Kenya and Uganda	3,612	15,800
Tanganyika	782	2,875
Zanzibar	105	407
Nyasaland	443	1,523
Total	4,942	20,605

Marmalades, Jams and Jellies—	Cwts.	£
Kenya and Uganda	1,804	7,918
Tanganyika	434	2,006
Zanzibar . . . . .	...	...
Nyasaland	367	936
Total	2,605	10,860

The trade in fruits in every part of the sub-Continent will be restricted entirely to the white population. The native has neither the inclination nor the money to buy imported fruits. The prospects of business in such lines are therefore negligible.

In so far as fresh fruits are concerned, Kenya can probably absorb about 500 boxes of Canadian apples each year, and a start has already been made in this trade, the apples being transhipped at Durban. There is no other part of the sub-Continent where any other business of any importance need be anticipated. There is only one cold storage plant in East Africa, and the remainder of the territory can only absorb such supplies as can be consumed immediately. Moreover, in the case of the Kenya highlands, which is the centre of white population, the heavy inland freight charges which have been noted in connection with other foodstuffs are a deterrent to general importations.

With reference to bottled and tinned fruits, the Kenya trade reaches fair proportions. The business is divided between the United States, India, Great Britain, and the Union of South Africa, each supplying about one-quarter of the requirements. It is a widely distributed trade covering almost every type of tinned and prepared fruits. Standard American and British lines are on sale in all the principal centres at exceedingly high prices. The Indian imports are very largely candied and crystalized fruits. South Africa supplies a certain amount of tinned fruits, but deals more particularly in raisins and other dried fruit. In no other part of the sub-Continent is the trade of any particular importance, although a fair volume of South African tinned fruits go into the Katanga.

JAMS AND JELLIES

In marmalades, jams and jellies, Great Britain has practically the entire trade. These goods are largely imported through East African branches of London houses, and as the consuming population is entirely British, there is little prospect of ousting such supplies.

SUGAR

The imports of sugar into the principal territories during 1926 were as follows:—

Sugar: In Bulk and Jaggery—	Cwts.	£
Kenya and Uganda	18,945	19,779
Tanganyika	42,055	51,120
Zanzibar	70,746	68,867
Nyasaland	6,103	7,117
Total	137,849	146,883

These figures are deceptive in a number of ways. The Kenya and Uganda statistics cover a large quantity of sugars of Oriental type, such as jaggery and similar products. As a matter of fact, there is no refined sugar imported into Kenya whatsoever. That colony has its own sugar industry, with four small refineries attached to the cane mills. There is always a surplus of sugar in Kenya for export and the Tanganyika imports originate in her sister colony. As in the case of all other Kenya enterprises, the sugar industry receives marked support in the form of a protective duty of 12s. (\$2.92) per 100 pounds. Moreover, it enjoys the advantage of preferential rail rates. The market for overseas sugars therefore is negligible, although curiously enough some Canadian refined sugars were seen in Mombasa.

SOUTH AFRICAN MARKET FOR FOODSTUFFS

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

II

FISH, DRIED AND CURED

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	2,113,257	51,847	2,338,425	56,716
Canada	10,742	531	16,599	730
India	95,559	2,754	135,467	3,201
Holland	586,944	9,674	771,517	13,005
Norway	45,368	1,416	13,308	483
All suppliers	2,864,926	67,058	3,284,680	74,566

Canada's share of this trade has decreased in conformity with the general decrease in imports in 1926 as compared with 1925. However, the 1926 imports are only slightly below the average and the demand for imported fish does not seem to be decreasing to any extent in spite of the improved position of the South African fish-canning industry. There are plenty of fish in domestic waters and it would seem that a prosperous and efficient fishing industry could be built up in South Africa, but it does not seem to be progressing as favourably as it should. It is expected that the imports of this commodity will remain at approximately the same level for some years to come.

The main imports are kippers, mild-cured haddocks and herrings, and a little mild-cured salmon. Great Britain obtains the bulk of the business, followed next in order by Holland. Some Canadian haddock and kippers have been sold in South Africa, but they were not received very favourably. The Dutch share of the business is confined almost entirely to barrelled herrings. In mild-cured and smoked salmon, Great Britain is paramount. This office recently attempted to obtain sources of supply for this article in Canada, but due to the lack of suitable freight services to South Africa from the Pacific Coast, which necessitates a long overland rail haul, to the perishability of the product, and the necessity of extreme and (incidentally) expensive care in transportation and to the difficulty of arranging satisfactory financial terms, it was found impossible to arrange any connections. Great Britain apparently imports the salmon in brine and does the smoking after arrival. This, coupled with better prices and marketing organization, quicker and better freight services, and better financial terms, swings the business to British accounts.

FISH, CANNED

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	1,728,513	75,513	1,850,189	62,826
Canada	2,537,745	71,879	2,487,702	63,754
Norway	2,442,213	111,174	1,830,952	81,811
United States	399,624	18,254	809,092	35,300
All suppliers	8,230,220	337,430	8,014,246	295,630

Canada's share of this trade has increased in a most gratifying manner since 1923, although since that year the total imports have remained at a level of a little over 8,000,000 pounds. The main reason for this seems to be Canada's displacement of the United States as the chief supplier of canned salmon, which article accounts for almost the whole of Canada's share. In addition, there is a fair import of canned sardines from the Maritimes, and a few pilchards, herrings, etc., from the Pacific Coast.

On Canadian salmon there is a duty rebate of $\frac{1}{2}$ cent per pound from a maximum duty of $2\frac{1}{2}$ cents per pound, and this has been largely instrumental in inducing South African firms to obtain direct connections with Canadian packers. Previous to this tariff change in 1925, the majority of this business

had been routed through New York merchant and shipping houses, with the result that the territory was not covered as it has latterly been. Any Canadian packer who desires to obtain a selling connection in this territory is requested to forward to this office immediately prices c.i.f. South African ports and full information as to grades available. The principal demand is for pinks and chums, with a limited demand for cohoe and sockeye.

The native population is a large consumer of cheap canned fish, and this demand is catered to principally by Norway and Great Britain. The Norwegian share of the trade is mainly cheap sardines and similar fishes. Great Britain's share consists of canned herrings, etc. Two Canadian firms are getting a satisfactory share of the sardine trade, but there are openings for others who desire connections. Full information and c.i.f. prices are necessary.

The South African canning industry is confined mainly to crayfish, which is sold as Cape spiney lobster. This industry is progressing rapidly. There is some canning of snoek, a cousin to the barracuda, for the native trade, but little else has been attempted to date.

FRUITS: FRESH APPLES

	1926		1925	
	Boxes	£	Boxes	£
Canada	20,226	10,657	21,430	13,622
Australia	1,011	582	5,476	2,576
United States	6,863	4,455	1,851	1,057
All suppliers	28,802	16,096	29,367	17,717

There is a steady demand for fresh boxed apples in the local off-season, and Canadian packers obtain about 80 per cent of the business. If cool-chamber space were available to greater degree on the one direct line from Canada to South African ports, the Canadian share of this business would increase to the detriment of other suppliers as Canadian apples are preferred to those from other countries. The prospects are that Canada will hold her present share of this trade for some years to come. British Columbia apples are by far the most popular, due not only to the excellence in flavour and colour of the fruit itself, but also to the attractive packing in boxes and the excellence of the grading. Ontario and Maritime apples have not the same good reputation in these latter respects, and packing in barrels is not popular here. The box, as a unit, is much more easily handled and forms a convenient retail package. Again, British Columbian apples have the reputation of being practically disease free, which cannot be said of Eastern Canadian apples. The most popular varieties are Wealthy, Jonathan, McIntosh Red, Spitzenburg, Ben Davis, and Winesaps. The principal import season is from October 15 to Christmas. Beyond this date the demand falls off, as the South African fresh fruit season is about to commence.

The lack of a direct freight service with cool-chamber space from British Columbian ports to South Africa is a considerable handicap, as the expensive trans-Canada rail haul increases the landed cost abnormally. As well, a certain amount of this business, for various reasons, has unnecessarily been forced through New York and London shipping houses, which further increases the price. It is expected, however, that this latter condition will be remedied shortly. The United States is the only other supplier of note, but this is due mainly to the fact that there is not enough cool-chamber space to accommodate Canadian suppliers, thereby necessitating the import of Washington apples to satisfy the demand.

FRUITS: BOTTLED AND CANNED

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	44,846	2,461	44,534	2,343
Canada	7,238	179	655	12
Australia	71,324	1,751	141,547	3,619
France	133,099	7,190	86,456	4,458
United States	120,913	4,673	75,144	3,545
All suppliers	465,872	19,393	432,587	17,009

Contrary to expectations, this trade has remained at a fairly consistent level for the past three years instead of decreasing, as anticipated, due to the expansion of the domestic industry. South Africa is, however, a fruit-growing country, and with the exception of the small acid fruits which apparently cannot be grown here, the production of deciduous fruits will have increased sufficiently within the next few years to supply the bulk of the local demand. The local fruit-canning industry is gradually consolidating its position at home and reaching out for export markets. The South African apricot and pineapple have each an international reputation as the best of its kind because of the delicate texture and flavour of the fruit. The principal fruits for canning purposes are pineapple, apricot, pears, peaches, plums, and some golden berries. The imports are mainly the small acid fruits such as raspberries, strawberries (not sufficient of which are grown to satisfy the demand beyond fresh), loganberries, cherries and similar fruits, together with various Continental specialties which do not compete with ordinary staple varieties.

Of late there has been considerable speculation as to the future of the local fruit industry. Considerable progress has been made, but production is due to exceed greatly, very shortly, the present selling and distributing organization. An increase of about 50 per cent in fruit-bearing trees is expected this season, which will require an organization to dispose of the crop without loss or waste of a much broader and more efficient character than the present one. The canning industry will undoubtedly benefit because of cheaper supplies, which should enable it to capture the home market and consolidate its foothold abroad.

JAMS AND JELLIES; JELLY, CUSTARD, AND PUDDING POWDERS; JELLY CRYSTALS

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	863,886	36,989	759,657	33,579
Australia	5,894	1,612	58,095	1,882
All suppliers	930,809	39,513	825,591	35,763

In jams and jellies Great Britain has 75 per cent of the total, followed by Australia with 15 per cent. No other country gets any appreciable share of the business, the remainder being split up among various Continental countries and the United States. The anticipated expansion of the local canning industry is expected to curtail somewhat future imports of jams, but overseas buying will continue for many years to come.

Great Britain has a monopoly of the trade in jelly, pudding, and custard powders, supplying about 100 per cent of the total, of which one-third, about £10,000, is Bird's custard powders. The position is similar in regard to jelly crystals, no other country figuring to any extent in the imports. Canada did not appear as a supplier in 1926, and only to an extent of about \$100 in 1925, of any of the above commodities.

MEATS: BACON

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	28,086	1,902	70,346	4,260
Canada	8,018	528	32,745	1,969
Denmark	116,663	7,826	233,137	14,741
United States	206,531	13,854	336,752	22,339
All suppliers	370,071	24,719	688,669	44,320

There has been a remarkable decrease in the imports of bacon since the doubling of the tariff duty in 1925. During 1924 the imports totalled over 800,000 pounds valued at over £41,000, but the above figures reflect the present position in this article. Two years ago the local industry was not on any too sound a footing, but domestic supplies to-day are the main factor in the trade.

Imports seem to have reached a stable point, and it is expected they will continue at their present level or at most suffer only a gradual decrease in future years. The United States and Denmark obtain the bulk of the business, averaging about 55 per cent and 30 per cent respectively of the totals for the past three years. American predominance is due to the demand for bellies, which are cheaper in price than from other sources. The Danish share is mainly in sides, whereas the British share is high-quality Irish bacons from one or two Bristol packers, together with some Wiltshire sides and backs. Canadian packers have not paid much attention to this market lately, and in consequence Canada's bacon trade dropped in 1926 to 25 per cent of its 1925 value.

MEATS: HAMS

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	59,330	3,981	81,550	6,582
Canada . . . . .	.....	.....	3,993	166
Denmark	32,613	2,917	32,156	2,940
United States	143,066	12,161	201,966	14,911
All suppliers	240,650	19,426	322,049	24,832

The import of hams since the doubling of the tariff in 1925 has not been affected to the same extent as has bacon, although the decrease during 1926 amounted to 25 per cent of the 1925 figures. This is due not only to the tariff but to a bettering of the quality of domestic hams, which now command a somewhat wider sale than formerly. The trade in general is a specialty one catering to Christmas demand, and the better-class market calls for imported supplies of higher qualities than are produced locally. A few English and American brands obtain the bulk of the business, although it is significant that Denmark's percentage share of the imports in 1926 increased by 20 per cent as compared to 1925, the actual poundage remaining stationary. This trade now seems to be more or less stabilized, although small decreases may be looked for in the future.

MEAT: PASTES

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	58,300	7,536	43,407	6,003
Canada . . . . .	.....	.....	52	3
United States	26,449	1,080	19,957	811
All suppliers	90,318	9,303	67,694	7,594

Great Britain and the United States monopolize this trade, their share being almost two-thirds and one-third respectively. In spite of the doubling of the duty in 1925, the imports have increased and are expected to do so in future. It is mainly a working-class demand, the pastes being imported in small glass containers. Two Canadian companies have recently entered this market with canned meats, pastes and soups of various kinds, and it is expected that Canada's share of this trade in future years will show an appreciable increase. Price is the controlling factor, and in order to obtain business the British level must be met.

Tinned soup is also a growing trade and should be watched. The United States share of this business increased from £1,041 of a total of £1,394 in 1925 to £1,212 of a total of £1,466 in 1926, the bulk of the remainder going to Great Britain. Canadian firms are expected to obtain a share of this business in future years.

MEATS: OTHER PRESERVED

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	98,555	4,972	91,031	6,004
Canada	1,821	59	546	25
Argentina	1,867,655	59,298	2,307,438	80,350
United States	247,837	15,236	220,200	12,892
All suppliers	2,340,740	87,626	2,748,316	106,420

Argentina commands 80 per cent of this trade, consisting mainly of Argentinian corned beef. The large British meat packers in the Argentine maintain their own branches in South Africa, and this organization combined with price and quality gives them a strong hold on the market. The remainder of the trade is in canned meats of various kinds, tongue, sausages, veal and ham, spiced meats of all kinds, etc. The United States is the predominant supplier in these articles, aided by systematic advertising and the excellent appearance of their goods. Canadian firms are beginning to pay attention to this trade and in two cases, where prices are competitive with American offerings, a fair share of the business is expected. This will be small at the start, but increases in the future are confidently anticipated as Canadian brands become known to the local public.

CONDENSED MILK

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom.	833,043	23,034	1,913,214	58,967
Canada	545,096	13,102	791,785	23,045
Australia.	814,468	24,644	1,444,248	42,875
Denmark.	402,058	9,297	328,971	9,231
Holland	7,201,330	196,855	3,310,977	96,459
Norway	938,410	25,865	655,106	18,863
United States	263,300	7,154	1,135,410	32,837
All suppliers	11,111,953	303,372	9,877,710	291,158

The figures for 1926 show a gain for Holland of 118 per cent, for Norway of 43 per cent, and for Denmark of 22 per cent, as compared with 1925. Correspondingly the United States figures dropped to 23 per cent, the United Kingdom to 43 per cent, Australia to 56 per cent, and Canada to 70 per cent of their 1925 amounts. The changes in the figures for the European countries do not mean very much. About 90 per cent of the trade is controlled by the Anglo-Swiss combine, and depending on current price in these countries the combine switch their export business from one European factory to another. The figures do show, however, that the combine are becoming more and more firmly entrenched in this market. Recently they bought a local factory in Natal, and are building another which should be in operation shortly. No doubt they were influenced by the recent imposition of the suspended duty of 2s. 1d. per 100 pounds on full cream condensed milk which, in addition to the ordinary duty of 10s. 5d. per 100 pounds, makes the impost on this commodity rather heavy.

The considerable drop in the American figures is due to the fact that one independent brand has been pushed off the market almost by the combine, aided also by the suspended duty, which latter accounts also for the decrease in Australia's and Canada's share of this trade. Although Canadian condensed milks have lost ground considerably, milk powders have gained and future prospects in this end of the business appear bright. Canadian prices are very favourable and as there is a considerable demand in the manufacturing trades for milk powders, an increase is looked for.

BEANS AND PEAS, CANNED

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	17,399	664	24,040	732
Canada	43,456	909	65,611	1,443
Belgium	255,008	4,082	315,574	5,758
United States	190,041	4,218	100,255	2,226
All suppliers	529,067	10,423	549,237	11,321

There is a fairly steady demand for canned beans and peas, including pork and beans, in which the United States is the paramount supplier. Belgium's share is principally composed of small peas in cans, which have an international

reputation, due to their delicate flavour, good colouring, and the small containers. Canada's share is made up mainly of the larger Canadian variety of pea and a few string beans. The United States also shares in the pea trade to a large extent. Canadian values in peas are the equal of any and there is room for more Canadian firms in this market. Two firms have lately entered this territory, and are offering pork and beans in competition with American supplies which control this business, and they are expected to make gradual headway in ensuing years.

OTHER CANNED VEGETABLES

	1926		1925	
	Lbs.	£	Lbs.	£
Canada	104,170	2,037	67,133	1,451
Belgium	115,828	2,028	73,947	1,507
United States	536,682	13,684	391,164	11,075
All suppliers	935,998	22,407	679,108	18,215

The two main vegetables under this item are sweet corn and asparagus, in both of which the United States obtains over 57 per cent of the total trade. Californian asparagus is of excellent quality and is well advertised, being preferred to the Continental variety by the better-class demand. Canada's share is mainly corn, in which prices are competitive and expansion is expected. Local firms desire to make connections with Canadian canners for both corn and peas, and if this could be effected Canadian suppliers could obtain an increased share of the business. The combined trade of France, Germany, Holland, and Italy is about equal to that of Belgium, the remainder being split up into small amounts of various specialties and distributed over various European and Asiatic countries.

GOLDEN AND MAPLE SYRUP

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	4,848,548	74,350	4,926,751	73,970
Canada	4,018	176	3,189	164
All suppliers	4,895,077	75,077	4,991,575	75,039

The Canadian share of this item is all maple syrup, which was introduced a few years ago and has since gradually increased in volume. Although it is a luxury trade and must be retailed at a high price in comparison to other syrups, there is considerable room for expansion. Canadian manufacturers have never exploited this market properly up to date. The better-class provision trade could absorb a much larger amount than it is now doing.

The imports of English golden syrups are fairly heavy, aided by the embargo on honey and the poor quality of local syrups. This is a section of the trade in which domestic producers have not greatly interested themselves to date. Golden syrup is also used by the natives as a base for the brewing of kaffir beer, which helps to account for the heavy per capita imports. The United States supplies a small amount of corn syrup.

YEAST

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	1,116,248	37,621	958,808	35,640
Canada	1,857	152	....	....
Denmark	396,350	10,506	212,018	4,301
Germany	571,082	10,135	288,146	8,444
All suppliers	2,372,086	66,265	1,546,990	51,432

Great Britain obtained 50 per cent of this business in 1926, followed by Germany with 25 per cent, Denmark with 12 per cent, Belgium and France with 5 per cent each. There is a fairly extensive brewing industry in South

Africa which absorbs a considerable percentage of the total imports. Canada appears in the 1926 figures for the first time. Yeast on May 27, 1927, was listed by the Customs as a prohibited article unless imported under licence. The object of this prohibition is to prevent the manufacture of "skokiaan", an illicit beverage which is consumed in large quantities by the natives. All importers are required by the Department of Customs to present an import permit signed by the Commissioner of Police. In addition, the quantities of such imports are strictly limited.

CANE SUGAR

	1926		1925	
	Lbs.	£	Lbs.	£
United Kingdom	436,936	5,007	347,631	4,711
Canada	3,365	222	2,256	109
Holland	305,717	2,216	416,198	3,271
Portuguese East Africa . .	1,787,692	12,861	6,038,865	44,513
United States	6,133,393	47,279	2,449,868	20,164
All suppliers	8,723,665	68,079	9,710,832	76,189

A steady diminution in the imports of sugar is to be expected as the Natal industry not only produces sufficient sugars for South Africa's needs, but usually has a surplus for export. There have been some important changes, however, during late years in the extent and direction of this sugar trade. Up to a few years ago, Mozambique sugars entered the Union duty free under the terms of the Mozambique Convention. Upon complaints from Natal, the general duty of 4s. 6d. per 100 pounds was imposed upon Mozambique sugars, and this circumstance has led to the gradual loss of trade by that colony. It was found, however, that the Mozambique loss was of no advantage to the South African industry, as the supplies from other sources increased. As a result, the Natal industry clamoured for additional protective duties, and a suspended duty of 3s. 6d. per 100 pounds (making in all 8s. per 100 pounds, or approximately 2 cents per pound) was included during the tariff revision of 1925.

The application of this suspended duty, however, was contingent upon the sugar industry putting its house in order, as it was felt that the various elements in the industry were not co-operating to the extent that they should. As a result, a round table conference was held during 1926, which was presided over by a member of the South African Tariff Board. The "Fahey Agreement" was the result, by which the suspended duty was applied in return for a more or less Government controlled selling price for refined sugars.

When it became evident that these negotiations would be successful, there was a rush to import large quantities of overseas sugars before the suspended duty should be applied. As a result, American imports jumped from approximately 1,200 tons in 1925 to 3,000 tons in 1926. Towards the end of the year the "Fahey Agreement" came into force, and since then imports have declined very markedly.

It is not thought probable that any market for Canadian refined sugars exists at present in South Africa. On the other hand, it is possible that some such sugar might be sold in Southern Rhodesia. During 1926 Southern Rhodesia imported upwards of 5,000 tons of sugars, of which 60 per cent came from South Africa and the remainder from Portuguese East Africa. As Rhodesia is in the Customs Union with South Africa, the Natal sugars enter free of duty, as against 4s. 6d. per 100 pounds upon foreign sugars or 3s. 6d. upon Empire sugars. As overseas sugars could compete in South Africa in the past with about the same duty handicap, it might be possible to sell sugars in Rhodesia still. To date, however, the market has been monopolized by Mozambique and the Union.

CANADA'S TRADE WITH INDIA

TRADE COMMISSIONER H. R. POUSSETTE

Calcutta, December 15, 1927.—According to Canadian trade returns supplied by the Dominion Bureau of Statistics, Canada's exports to India are shown to be steadily increasing. For the six months ending September, 1925, the exports were valued at \$2,327,972. During the same period in 1926 the value had increased to \$4,235,954, and for the present year is still further increased to \$5,672,579. The exports to Ceylon for the period stated were valued at \$200,575 in 1925, \$307,066 in 1926, and \$332,193 in 1927. Exports to Iraq are showing a satisfactory increase, being \$42,698, \$78,074, and \$144,255 for the six months ending September, 1925, 1926, and 1927 respectively.

COMPOSITION OF TRADE

Exports from Canada are made up principally of motor cars, motor trucks, and motor tires. Motor cars and trucks were referred to in a report published in the last two issues of this journal. The trade is one that should show a considerable increase in the next financial year. In motor tires Canada occupies a very satisfactory position, and the imports of this commodity from the Dominion are steadily increasing.

Other articles that are being purchased from Canada in varying quantities are woven wire fencing, Douglas fir lumber, calcium carbide, iron tubing, steel rails, clocks and watches, canvas shoes with rubber soles, rubber belting, rubber hose, electric insulators, spark plugs, ham, bacon, and tinned sausages, canned salmon, etc.

Trade in all the commodities mentioned above is capable of expansion, but it is to be regretted that Canadian manufacturers have not sufficiently appreciated the importance of India as a potential market for their surplus products. It must be admitted that outside of the Government, the railway, and the army requirements, the demand is for a very cheap class of article. In the bazaar trade price is all-important. No doubt in time the market as a whole may become more discriminating in its purchases, but as the Indian is extremely conservative, it will hardly be in the near future. In spite of this, however, there is a market for many commodities which are manufactured to advantage in Canada.

Exports from Canada for the month of September, 1927, show a very substantial increase over September, 1926: \$1,334,707 against \$840,684. Exports to Ceylon show an increase during the same period of \$12,000; to Iraq, \$10,000; and to Persia, \$7,000.

IMPORTS FROM INDIA AND CEYLON

Canada imported from British India in the six months ending September, 1925, goods to the value of \$4,423,853. In the following year the value dropped to \$3,672,179, but it rose again during the first six months of the present financial year to \$4,221,879. From Ceylon during the same periods the imports were valued at \$1,475,616, \$1,509,376, and \$1,380,771 respectively. The imports from India are made up almost entirely of tea, gunnies, and hessian or burlap. In addition, small quantities of spices and myrobalans are also shipped to Canada, and possibly hides may find their way in through the United States. The principal export from Ceylon to the Dominion is tea, but in addition to this commodity certain quantities of desiccated cocoanut are also shipped, and small quantities of rubber.

COMMERCIAL TRAVELLERS

One factor that militates against the expansion of Canadian exports to India is the reluctance of Canadian manufacturers to send representatives to visit the markets of India and Ceylon and the Middle East generally. Complaint is heard that Canadian representatives are rarely seen. The result of this is that Canada's efforts to work up a trade with these neighbouring countries is not taken seriously. Providing a right class of man is chosen and he has an article to sell that is competitive in price and quality, it will be found that the policy of having representatives visit this market will be remunerative. There are some lines which it is practically impossible for a Trade Commissioner to place, especially those in which technical knowledge is required. Besides, if the line is one of importance, Indian firms are not inclined to consider it unless able to negotiate with a direct representative who comes out with all necessary authority to conclude the business.

BUSINESS VENTURES IN THE BRITISH WEST INDIES

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, December 30, 1927.—Occasionally this office and the Department of Trade and Commerce, Ottawa, receive inquiries from Canadians with reference to the British West Indies as a possible territory in which to establish themselves in business or with which to transact business. From these letters one judges that the writers look upon the West Indian Colonies as islands in which an easy living can be made.

But anyone who has visited the West Indies and seriously studied the situation will realize how far removed this is from the truth. A tropical country is no place for anyone to attempt to make good who has failed to do so in his native environment. Climate is one of the reasons, its enervating nature causing the weak ones to put off till to-morrow what should be done to-day. Commerce is almost as well organized as in Canada. Competition is keener and those types of business which the inquirers always refer to as desirous of setting up are already overcrowded. Capital is necessary, though at first sight it may not appear so, while the customs of the people will be found to differ greatly from those of the Dominion. The white population has travelled, many still maintaining their family connections in their homeland, to which they return periodically, and they know goods and values. The different degrees of coloured population are educated and often as well informed as the whites, while the wants of the blacks have been supplied for years with well-known brands by long-established merchants; and custom is difficult to break through in these islands.

Port of Spain (Trinidad), Bridgetown (Barbados), and Georgetown (British Guiana) are all thriving tropical cities, modern though perhaps not so up-to-date in all respects as our northern cities of similar size. A majority of business men, large and small, have visited England, the United States, or South American countries, and are consequently familiar with conditions outside their own land. These merchants know the customs and habits of the consumers, who are intensely conservative in their habits and instincts. The means of distribution to the consumer are already sufficient.

No Canadian should come to the West Indies with the idea of setting up in business until he has first made a close personal survey of the situation for himself.

LEATHER INDUSTRY IN THE UNITED STATES

ASSISTANT TRADE COMMISSIONER JOHN H. ENGLISH

New York City, December 25, 1927.—An increasing amount of interest has been evident in the United States within recent years as a result of Canada's rapid strides since war days as this country's largest source of supply for hides and skins and the Dominion's increasing importance as an exporter of finished leather. The United States at the present time has a greater consumption of hides and skins than any other country in the world: it is estimated that the production of leather equals the combined output of the three countries next in importance—the United Kingdom, France, and Germany.

HISTORY OF THE INDUSTRY

In 1913, as a result of consolidation in the leather industry, there were 740 tanners in operation in the United States, employing in the neighbourhood of 55,000 workers and tanning approximately 111,500,000 hides and skins annually. The value of this production was estimated at \$367,200,000, and it was said at that time to equal the production of all other countries combined.

As a result of the war and the boom conditions of 1919 and 1920, conditions in the leather industry were very unfavourable. Large stocks on hand and the break in the market as a result of over-production and abnormal conditions caused the failure of many small plants and the establishment of mergers in others. In 1922 conditions had improved somewhat. A steady improvement in conditions followed up to the present time, with the exception of one reaction in the latter part of 1923. From that time to the present, demand for leather increased with the gradual resumption of the world markets to normal. This aided the tanners in disposing of their surplus stocks which had been carried over since the war, so that by 1926 stocks on hand were reduced to the lowest point since the war.

In 1926 it was estimated that there were 535 tanners in operation in the United States, employing nearly 55,000 workers. During the year 127,213,000 hides and skins were tanned as compared with 111,500,000 in 1913 and 119,782,000 in 1925.

IMPORTS OF HIDES AND SKINS

As a result of the general improvement of the industry, the demand in the United States for hides and skins increased far beyond the possibilities of domestic supply. It was found necessary to turn to other parts of the world for raw material with which to keep the established tanners operating, and to supply the huge local demand for finished leather. At the present time the United States is dependent upon the rest of the world for 40 per cent of its hides, 50 per cent of its sheep skins, and 99 per cent of its goat skins. In 1913 imports of hides and skins totalled 571,099,652 pounds. As a result of unfavourable conditions in the industry, imports decreased to 356,552,476 pounds in 1924, but are on the increase again, showing an importation of 368,578,011 pounds last year.

As the British Empire is credited with having 40 per cent of the world's supply of cattle, 40 per cent of the world's sheep, and 50 per cent of the goats, it is natural that the United States should turn to the Empire for supplies. As a result, 30 per cent of the United States imports of hides and skins are from British countries. During the past five years imports were as follows:—

UNITED STATES IMPORTS OF HIDES AND SKINS

	Total in Pounds	From British Empire	From Canada
1922	551,173,314	149,275,462	49,431,898
1923	531,571,642	168,919,379	50,930,373
1924	356,552,476	117,350,761	46,332,525
1925	362,431,747	146,394,119	50,965,689
1926	368,578,011	141,359,770	50,355,519

Canada has always been a natural source of supply for hides and skins for the United States, owing chiefly to its proximity, and prior to the war about 8 per cent of the total United States imports of hides were from Canada. Canadian shipments in 1913 represented 26 per cent of the imports from the Empire, while in 1926 this figure had increased to 35 per cent. It will be noticed from the above table that although United States imports decreased nearly 20,000,000 pounds between 1922 and 1923, Canadian exports to the United States showed a substantial increase of approximately 1,500,000 pounds.

Detailed statistics for 1926, the latest complete year available, show that Canada continues to hold second place as a source of supply for raw hides and skins required by the United States. The figures are as follows:—

<i>Total Imports of Hides and Skins—</i>	<i>Lbs.</i>	<i>\$</i>
1926..	368,578,011	96,810,855
From Canada..	50,355,519	6,482,403
France..	13,000,845	3,794,600
United Kingdom..	15,227,614	4,960,014
Virgin Islands (U.S.)..	96,534,686	17,261,945
Uruguay..	10,446,607	2,045,764
China..	14,105,073	6,416,448
New Zealand..	21,727,738	5,877,486
<i>Cattle Hides (dry or dry salt)</i>		
Total..	11,850,558	2,229,249
Colombia..	3,763,165	732,108
Argentina..	2,261,890	481,859
Canada..	698,401	97,583
<i>Cattle Hides</i>		
(Wet salted)..	138,600,964	19,863,193
Argentina..	76,209,219	11,754,981
Canada..	36,567,612	4,236,988
<i>Kip Skins</i>		
(Dry or Dry Salted)..	1,480,856	312,480
Argentina..	476,381	109,053
Canada..	262,031	24,232
<i>Kip (Wet salted)</i>	4,579,899	855,315
Canada..	1,872,255	287,569
France..	1,032,063	250,103
<i>Calf (Dry or salted)</i>	9,046,552	3,786,868
Germany..	1,707,306	823,876
Latvia..	1,276,460	698,339
Canada..	359,792	73,652
<i>Calf, Unsalted</i>	30,093,970	6,635,743
Germany..	3,570,250	714,071
Canada..	6,651,628	1,153,221
<i>Horse or Colt</i>		
(Dry or Dry Salted)..	4,767,232	637,669
Canada..	102,438	7,742
Argentina..	2,143,383	311,984
(Wet Salted)..	8,846,038	839,527
Canada..	1,293,048	109,376

The following items are duty free under the United States tariff: Hides of cattle, raw or uncured, or dried, salted, or pickled; skins of all kinds, raw, and hides not specially provided for.

LEATHER

The growth of Canada's tanning industry since the pre-war period is evident from the fact that whereas before the war only very small quantities of leather were exported from Canada, in 1927 the figure reached the total of \$8,364,632. In 1913, the United States imported leather from Canada only to the value of \$122,998. This figure gradually increased until in 1922 imports were valued at \$3,726,461; in 1925 at \$6,473,400; and last year at \$6,770,151. During the pre-war period, Canada supplied only about 2 per cent of the leather imported into the United States, but at the present time over 28 per cent of the imported leather comes from Canada. Thirty-nine per cent of that furnished by the British Empire is from Canada. The remarkable increase in Canada's trade in leather from one of practically no importance in 1913 to the present state is perhaps the most outstanding feature of the leather industry in this country.

The following table shows imports of leather by classes into the United States during 1925 and 1926, giving the chief countries of origin:—

UNITED STATES IMPORTS OF LEATHER IN 1926

Item and Country of Origin	Value 1925	Value 1926
Upper leather (including patent)	\$14,608,964	\$15,798,323
France	1,004,359	1,309,807
Germany	2,293,617	4,512,166
United Kingdom	3,611,152	3,514,074
Canada	3,620,546	3,910,873
Other countries . . . . .	.....	.....
Sole leather	2,202,919	2,351,362
France	3,858	26,806
Germany	1,062	51,087
United Kingdom	166,134	269,247
Canada	1,981,574	1,979,771
Other countries . . . . .	.....	.....
Glove leather	164,659	108,675
France	33,097	26,344
Germany	29,638	13,476
United Kingdom	63,405	47,721
Canada	295	16
Other countries . . . . .	.....	.....
Cut shoe parts	544,927	675,445
France	34,518	62,750
Germany	76,874	67,982
United Kingdom	55,356	136,835
Canada	370,178	375,634
Other countries . . . . .	.....	.....
Rough Tanned	4,643,867	5,976,573
France	89,327	34,831
Germany	7,714	54,040
United Kingdom	3,816,637	4,482,228
Canada	80,384	28,114
Other countries . . . . .	.....	.....
Harness leather	377,514	391,779
France . . . . .	.....	285
Germany	1,183	1,221
United Kingdom	12,536	17,536
Canada	363,704	359,951
Other countries . . . . .	.....	.....
Other leather	2,236,934	3,354,831
France	542,984	699,085
Germany	243,102	731,921
United Kingdom	1,228,084	1,670,460
Canada	56,719	125,792
Other countries . . . . .	.....	.....
Total leather	22,412,206	28,622,000
France	1,708,143	2,159,908
Germany	2,653,190	5,431,893
United Kingdom	8,953,304	10,138,101
Canada	6,473,400	6,770,151
Other countries . . . . .	.....	.....

Canadian trade statistics show that in the fiscal year 1927 Canada's exports of raw hides were valued at \$7,053,766 (a slight decrease from 1926), of which the United States received \$6,787,040 worth or 96 per cent. Total Canadian exports of leather were valued at \$8,364,632 (an increase of \$1,104,371 over 1926), of which the United States received \$6,571,424 or 78 per cent. The following table shows Canada's steady increase in leather exports to the United States as compared with imports from all other sources:—

	All Sources	Canada
1922	\$11,471,772	\$3,726,461
1923	16,741,608	4,321,318
1924	17,076,815	4,959,175
1925	22,412,206	6,473,400
1926	28,622,000	6,770,151

Future prospects for the expansion of the Canadian leather industry are very favourable not only in the United States but abroad. The usual practice

in selling in the United States market is to appoint a resident agent, although as a result of the situation of the two countries many firms find it to their advantage to deal direct or to send their Canadian travelling salesmen into the territory. Besides the United States domestic market which holds ever-increasing possibilities for the sale of Canadian leather, inquiries are constantly being received from New York indent houses for Canadian leather for export. Providing an active interest is taken in developing export trade, there is every reason to believe that Canadian exports will continue to increase in the future as they have in the past few years.

UNITED STATES NATIONAL AUTOMOBILE SHOW

TRADE COMMISSIONER FREDERIC HUDD

New York City, January 11, 1928.—Under the auspices of the National Automobile Chamber of Commerce, the 28th National Automobile Show opened in New York on January 8, at the Grand Central Palace. There were 274 exhibits, with 43 makes of passenger cars, 18 makes of trucks, 1 make of taxicabs, 46 exhibits of service and shop equipment, and 156 exhibits of accessories. Recent reports upon developments in the automobile industry and announcements by some manufacturers of new models at lower prices aroused a good deal of public interest in the exhibition.

New developments appear to be principally in body design, as power plants and chassis have not undergone any radical change in most models. Narrower and higher radiators predominate and it becomes clearer that the size of an automobile is less a measure of its value than heretofore. Bodies are roomier and better proportioned, as a result of the more economic use of space and the greater use of steel. On the inside there is a tendency toward the grouping of all necessary instruments under one or two glass-enclosed panels.

Trucks bear a greater resemblance to passenger cars than before, as they include features of appearance, comfort, and convenience which were once found only in passenger cars.

BRAZILIAN MARKET FOR BARBED WIRE

FRANK KNIGHT, OFFICE OF THE TRADE COMMISSIONER

Rio de Janeiro, December 15, 1927.—The most important fencing material used in Brazil is barbed wire. It should be stated here that there is not by any means a proportionate demand for fencing rods or supports of any kind. This is explained by the fact that iron rusts very quickly in this country and suitable timber for making posts is nearly always plentiful and handy. Native hardwood therefore is used almost exclusively for fencing posts in Brazil.

Brazil's requirements for barbed wire have been steadily increasing each year, as will be seen from the following statistics:—

Imports of Barbed Wire into Brazil

	1921	1922	1923	1924	1925
Kg.	8,753,198	22,075,530	20,943,879	54,059,174	41,653,076
Countries of Origin	1921	1922	1923	1924	1925
Germany	1,834,436	7,085,160	6,383,018	16,785,759	19,153,052
Belgium	254,070	458,758	1,807,447	3,601,079	4,235,396
United States.	5,453,050	12,555,316	10,836,355	28,933,417	15,024,375
France.	858,973	115,947	416,293	156,284	689,401
Great Britain.	192,719	43,427	242,814	1,906,962	682,070
Holland	87,000	994,200	860,257	993,159	156,826
Various.	72,950	822,722	397,695	1,682,514	1,711,956
Total	8,753,198	22,075,530	20,943,879	54,059,174	41,653,076

Advance statistics of imports of barbed wire from the United States for the first six months of this year show 674,149 kg. against 1,627,635 kg. for the same period in 1926.

It will be noticed from the above that the United States was leading in these imports up to 1924; in 1925 Germany took the lead, which is being maintained, owing to cheaper prices.

Barbed wire is almost exclusively used in the agricultural industry. Immigration for agricultural purposes is being encouraged by the Brazilian Government. Italian, Portuguese, and Japanese immigrants have been arriving in fairly large numbers during the last few years, while in the south of Brazil the German element is becoming very strong. Numbers of these immigrants are forming themselves into small colonies, and large tracks of land are in the process of being subdivided into small holdings. The agricultural districts are able to support an almost unlimited number of immigrants and closer settled population on existing farms. The large farmer also uses barbed wire almost exclusively on his farm.

The types in demand are "Iowa" and "Glidden", the principal sizes and weights being as follows:—

"Iowa" Type		"Glidden" Type	
Size No.	Net Weight	Size No.	Net Weight
12½	37 kilos	12½	37 kilos
13½	35 kilos	13½	35 kilos
14	27 kilos and 60 lbs.	14	60 lbs.

Size No. 13½ in both types is sold principally in the São Paulo market. The barb for both types should consist of four points at intervals of 3 inches. In the case of the "Iowa" type this barb is interlocked between and around both main strands, and in the "Glidden" type it is wound round one strand only. The weight of the rolls given above is understood to be the bare weight of the wire, 2 kg. usually being the weight of a spool. These spools are always unpainted double wood cross-pieces, well-shaped and strong in construction.

As an indication of recent offers, Belgian and German firms were quoting prices ranging from £13 5s. to £15 for sizes No. 12½, and £14 to £14 15s. for No. 14, in both types c.i.f. Rio de Janeiro per 1,000 kg. Quotations are usually asked for c.i.f. Rio de Janeiro per 1,000 kg. or in lots of 1,000 or more rolls. A few importers, principally in São Paulo, insist on knowing the exact length of wire on each roll.

Referring to the above statistics again, it must not be assumed that Germany, the United States, or any other country exporting barbed wire have entered this market by any less direct method than through their representatives or branches. These representatives or branches are in direct contact with distributors. Canadian manufacturers of barbed wire interested in exporting to Brazil would be well advised to look thoroughly into their export prices on this material in order to quote rock bottom prices. Germany, as has been pointed out, has been undercutting in recent years and has captured a large share of the market.

From a number of calls made on different Rio importers of barbed wire, there seems no doubt that quite frequently quotations are required on 1,000 to 8,000 rolls, while in São Paulo quotations on as much as 20,000 rolls are frequently requested. Some of these firms have expressed their interest in receiving prices from Canadian firms. It is not advisable for Canadian firms to endeavour to sell direct to customers.

BRAZILIAN WIRE IMPORTERS

Quite a number of hardware stores and agricultural implement houses handle barbed wire as a side line. Apart from this class of importer, there are

six large supply houses which make a specialty of this business. One or two importers also sell barbed wire under their own registered trade mark, irrespective of the name of the manufacturer or country of origin, though the demand is sufficiently large for such importers to buy from other sources.

Names and addresses of local import houses interested in receiving quotations can be obtained from the Department of Trade and Commerce, Ottawa, together with information as to where financial ratings can be obtained.

There is also a demand for staples for use in fixing barbed wire to the wooden posts used in Brazil. These are generally No. 9 gauge of 1 and $1\frac{1}{4}$ inches, and are usually packed in kegs of 50 kg. or 100 pounds net. Recent Belgian quotations on staples vary between £13 and £14 10s. per 1,000 kg., while German prices are a little higher.

TERMS OF SALE

Owing to the competition in this line, it must be obvious that liberal terms of sale are customary here. The fact that at least five countries are all doing a fair share of this business, and the general depression of this market, has inevitably resulted in long-term payments becoming the usual method. Practically all steel products are quoted c.i.f. port of destination on terms of not less than ninety days' sight and quite frequently 120 days date. There naturally follows the necessity for careful investigation of clients and telegraphic quotations from base prices in order to give representatives or customers the benefit of the slightest market fluctuations in order to compete with North American and European manufacturers.

DUTIES

The duty on barbed wire and staples works out to practically 0\$104 (one hundred and four reis) per kilo., which at present exchange equals approximately 1.24 cents. This includes total duties as well as handling and discharging, but does not include any storage charges.

THE PULP SITUATION IN JAPAN

ACTING TRADE COMMISSIONER RICHARD GREW

Kobe, December 15, 1927.—The manufacture of pulp in Japan has been limited to three large companies—the Oji Paper Mills, the Fuji Paper Mills, and the Kabafuto Industrial Company. These three firms use their own pulp in the manufacture of their products. On the other hand, paper mills such as Mitsubishi, Kyushu and about thirty smaller mills obtain their pulp supplies from importers.

CONDITIONS OF DEMAND AND SUPPLY

The production of pulp in Japan has gradually been increasing in sympathy with the increase in the production of paper products. The following figures will throw some light on the production of the two large classes of pulp in Japan as compared with the imported quantity:—

Mechanical Pulp

	Domestic Demand Tons	Domestic Production Tons	Percentage	Import Tons	Percentage
1921	119,131	118,768	99.7	363	0.3
1922	147,326	138,281	93.8	9,045	6.2
1923	161,438	158,779	98.3	2,659	1.7
1924	176,147	173,846	98.7	3,301	1.3
1925	203,809	202,915	99.5	894	0.5
1926	219,127	217,915	99.4	1,212	0.6

Chemical Pulp

	Domestic Demand Tons	Domestic Production Tons	Percentage	Import Tons	Percentage
1921	169,661	131,259	77.3	38,402	22.7
1922	220,481	163,144	73.9	57,337	26.1
1923	212,230	169,327	84.5	32,903	15.5
1924	240,950	183,238	76.0	57,713	24.0
1925	288,337	211,791	73.5	76,546	26.5
1926	215,482	153,054	71.0	62,874	29.0

From the foregoing figures it can be seen that the domestic production of mechanical pulp has averaged about 170,000 tons per year, during the period under review. In other words, domestic production has taken care of about 98.2 per cent of the total consumption, while imports were used for the balance, averaging about 2,000 tons per year. The domestic manufacture of mechanical pulp therefore is practically sufficient to take care of the entire demand.

The domestic production of chemical pulp, on the other hand, only takes care of about 70 per cent of the entire consumption—that is, a yearly average production of about 220,000 tons. The balance of the Japanese requirements is obtained from foreign sources, principally Canada and Sweden. The variety of chemical pulp chiefly used in the manufacture of superior grades of paper is sulphite pulp, and a strong effort is being made by the three companies mentioned at the beginning of the report to have the duty raised from 27 sen per 100 kin (132 pounds) to 81 sen. The Forestry Section of the Department of Agriculture has gone into the question of raising this duty and has recommended an increase to 65 sen per 100 kin.

The following figures give the imports of chemical pulp into Japan for the last two years and the companies of origin:—

	1925		1926	
	Tons	Percentage	Tons	Percentage
Canada	32,129	41.2	31,382	49.3
Sweden	20,574	26.3	13,543	21.3
United States	12,782	18.3	4,357	6.8
England	341	0.4	941	0.1
Germany	6,614	8.4	5,714	9.0
Austria	425	0.5	1,264	1.9
Other	5,174	..	6,439	..
Total	78,039		73,640	

Between 40 and 50 per cent of the total importation has been coming from Canada, while 25 per cent has been supplied by Sweden. Due to this importation, the prices for domestic pulp have shown a steady decline for the last three years. The following table shows the mean market price per pound in Japan of unbleached sulphite pulp of the three countries, Japan, Canada, and Sweden:—

	Domestic Yen	Canadian Yen	Swedish Yen
January, 1925	0.085	0.082	0.092
December, 1925	0.080	0.079	0.086
January, 1926	0.078	0.075	0.083
November, 1926	0.069	0.066	0.075
January, 1927	0.068	0.067	0.075
February, 1927	0.068	0.067	0.075
March, 1927	0.067	0.066	0.077
April, 1927	0.067	0.066	0.077
May, 1927	0.066	0.066	0.077
June, 1927	0.068	0.067	0.078
July, 1927	0.068	0.067	0.078
August, 1927	0.067	0.066	0.078
September, 1927	0.067	0.066	0.078

MOTOR CAR TAXATION IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, November 21, 1927.—According to an article published in *Wirtschaftsdienst*, the law regulating the taxes on motor vehicles, which expires on December 31 next, will in all probability only be prolonged until April 1, 1928. By the latter date the Government hope to be able to put into effect a new adjustment of this tax. A proposal was approved by the Cabinet on November 9. There have been two considerations to be observed in drawing up the motor vehicle tax, which is calculated to bring in 160 million reichsmarks in the Budget for 1928. Firstly, the tax must be so arranged as not to be detrimental to the construction of engines and vehicles. Secondly, it should produce a contribution for the wear and tear of roads corresponding to the current cost of maintenance. An extensive collection of data for judging these questions is contained in a memorandum of the Federal Association of the Automobile Industry, published in May, 1927. This showed that the tax formula of 1906, together with the graduating rate of assessment, forced motor construction in the direction of curtailment of cylinder content and the utilization of a higher number of revolutions. Further, that the calculation of the horse-power according to the tax formula led to considerable confusion. The total cost of current road repairing for 1928 is estimated at 400 million reichsmarks and tests have shown that automobiles with pneumatic tires are responsible for 25 per cent of the wear and tear of the roads. After comparing the various forms of taxes and the experience obtained abroad, a tax based solely on hub volume has been recommended. The Government plan has abandoned the various proposals for a tax on gasoline, tires, kilometres or a lump sum based on the original value and as suggested in the above-mentioned memorandum a hub tax has been chosen. According to the new tariff and in connection with existing rates the tax for each 100 cubic centimetres of cylinder content amounts to R.M.8 for motor cycles and R.M.12 for motor cars. In order not to change the basis upon which operators have calculated the tax for trucks, omnibuses, etc., the present form of taxation has been retained for these vehicles.

BIRMINGHAM EXHIBITION OF FOREIGN SAMPLES

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, December 28, 1927.—Organized by H.M. Department of Overseas Trade, and in conjunction with the Birmingham Chamber of Commerce, an exhibition of foreign samples was recently held in the Chamber of Commerce Building, Birmingham. The samples were collected by H.M. Consular offices and Trade Commissioners in various parts of the world.

It has been found that the following results were obtained by this exhibition:—

Number of firms inspecting samples	73
Number of inquiries for further information and export assistance.. . .	29
Number of samples loaned.. . . .	93
Number of catalogues loaned (approx.)	200

The display attracted firms from Birmingham, West Bromwich, Bilston, Wolverhampton, Cannock, Brierley Hill, and Stourbridge, and proved of very real interest to the visitors. Among the samples shown were:—

Description	Country
Galvanized and enamelled holloware ..	Canada and French West Africa.
Surgical rubber goods and rubber hose	Chile, Australia and Argentina.
Electro-plated ware	United States, Norway, Denmark, and France.
Stationery and stationery requisites ..	India, Argentina and China.
Chisels and secateurs	Australia and New Zealand.

In addition, a selection of catalogues relating to the above classes of goods was available for the inspection of manufacturers and provided a useful supplement to the samples. The Birmingham Chamber of Commerce advise that the galvanized and enamelled hollow-ware and electro-plated goods proved the two chief centres of interest.

ENGLISH HOLLOW-WARE

Of particular interest to Canadian manufacturers is the statement that the United States manufactured hollow-ware bought as samples in Canada was subject to very critical examination. The following remarks from the Birmingham Chamber of Commerce communication are illuminating:—

It is certain that a number of firms will make efforts to capture some share of the trade in these goods which at present is largely held by the U.S.A. The quality and finish of the galvanized ware was favourably commented upon, but the types were said to be peculiar to the United States and Canada. Manufacturers pointed out that American firms possessed a great advantage from that point of view, and stated that although competition appeared possible at the prices indicated, the cost of the tools necessary for production would be prohibitive unless a fair amount of business could be captured. A number of firms sketched the patterns or requested the loan of the samples at the conclusion of the display and also asked for names of Canadian buyers. These firms intend to quote their lowest possible prices for similar goods, and if a reasonable amount of business appears to be obtainable they will consider putting down the necessary tools for the manufacture of those items which they cannot produce with existing plant.

ENAMELLED WARE

Particulars of enamelled ware from French West Africa, and electro-plated hollow-ware and flat ware from several countries, were carefully inspected. Other items such as stationery and stationery requisites, in addition to certain classes of rubber manufactured goods, were found of considerable interest.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Dutiable Chemicals Entering England by Sample Post

Notice No. 161 of the London Custom House, issued in December, 1927, relates to chemicals subject to key industry duty. It is announced that arrangements have been made for small packets containing bona fide trade samples of chemicals other than such as would fall within the provisions of the Dangerous Drugs Act, 1920, or the Dyestuffs (Import Regulation) Act, 1920, to be imported by sample post on and after January 16, 1928, subject to certain conditions. One of the conditions is that the gross weight of the packet must not exceed 8 ounces. Each packet must bear the full name and address of the consignee and must also be addressed "c/o The Officer of Customs and Excise, Mount Pleasant Depot, General Post Office, London, E.C.," and must be conspicuously marked with particulars of the contents and must bear a statement that they are bona fide trade samples. A post office fee of 6d. for clearance through the customs will be charged on each packet on which customs duty is levied, and this fee together with the duty will be collected on delivery.

Assessment of Duty on Motor Cars Imported into the Irish Free State

Mr. F. W. Fraser, Canadian Trade Commissioner in Dublin, writes that, in connection with the valuation of motor cars for duty purposes on entry into the Irish Free State, a new arrangement has been effected by the Revenue Commissioners.

Traders importing new motor cars will be required to furnish affidavits as to value made by the importer (Form C & E, No. 712) and by the manufacturer (Form C & E, No. 713), to which shall be attached complete specifications of the cars, and the original contract or agreed price list, or alternatively a certified correct copy of either. These docu-

ments may be presented with each entry, or in advance to cover importation during the currency of a contract or agreement.

Motor cars on importation must be entered on Form C & E, No. 107 (Sale) in duplicate with invoice attached. Each car must be described on the entry form and on the relative invoice in accordance with the relative specification. Any charges not included in the contract or agreement price—e.g. special parts, extra equipment, etc.—must be duly set forth in detail in the affidavits and entry and must be supported by satisfactory invoices as to value.

Where contracts or agreements are expressed in terms of foreign currency, invoices in respect of cars imported thereunder must be made out in like currency.

Where a contract or agreement is varied or modified, the new contract or agreement with supporting affidavits must be produced before further entries are made thereunder.

These regulations are made to apply to all new motor cars (including three-wheeled cars or tricars) and chassis liable to duty, imported by traders under contracts entered into after October 1, 1927, other than motor cars which are constructed and adapted for use and are intended to be used solely as motor omnibuses or for the conveyance of goods or burden in the course of trade or husbandry.

These regulations do not apply to: (a) motor bicycles or motor tricycles; (b) second-hand motor vehicles; (c) component parts or accessories of motor vehicles; (d) new motor cars consigned to a branch house in the Irish Free State by the parent house or a branch thereof outside the Irish Free State; (e) new motor cars imported otherwise than by motor traders. With regard to these, duty will continue to be assessed under the conditions hitherto in operation—i.e., entry should be made on Form 107 (Sale) and the invoice and other documentary evidence if required, showing the cost to the first Irish Free State purchaser, should be produced.

In the case of cars imported under contracts entered into on or before October 1, 1927, clearance may continue to be made as heretofore until February 1, 1928, on and after which date such cars must be imported under the terms of the new arrangement.

A copy of form C & E No. 713 (to be completed by the manufacturer) may be secured on application from the Department of Trade and Commerce, Ottawa.

Tariff Changes in Mexico

Writing under date December 24, 1927, the Trade Commissioner in Mexico City advises that the export duty on "beans, n.o.s.," has been reduced from 5 centavos per kilo. to 30 centavos per 100 kilos, provided they are exported in bags manufactured locally of Mexican fibres.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

30. A firm of importers and agents in Malmo, Sweden, wish to get in touch with Canadian exporters of food products, particularly flour, fresh apples and dried apples.

31. A commission agent in Bridgetown, Barbados, wishes to make a connection with Canadian exporters of flour, canned goods, food products, confectionery, biscuits, canned fish, butter, powdered milk, drug specialties, etc., desiring to open up business relations with the British West Indies, Venezuela, Colombia, Panama, and Costa Rica.

32. BUCKWHEAT HONEY.—Amsterdam importer desires connection with Canadian exporters of buckwheat honey.

33. BUCKWHEAT HONEY.—Dutch agents desire to establish connections with Canadian exporters of buckwheat honey.

34. BISCUITS (SODA).—A firm of commission agents in Georgetown, Demerara, are desirous of representing an exporter of soda biscuits.

35 and 36. CONDENSED MILK (FULL CREAM).—Two firms in Georgetown, Demerara, are desirous of representing an exporter of condensed milk.

37. CANNED SALMON.—A firm of commission agents in Georgetown, Demerara, are desirous of representing an exporter of canned salmon.

38 and 39. SARDINES.—Two firm of commission agents in Georgetown, Demerara, are desirous of representing an exporter of sardines.

40 and 41. CODFISH.—Two firms in Georgetown, Demerara, are desirous of representing an exporter of codfish.

42, 43, and 44. POTATOES.—Three firms in Georgetown, Demerara, are desirous of representing exporters of potatoes.

45. SPLIT PEAS.—A commission agent in Georgetown, Demerara, is desirous of representing an exporter of split peas.

46 and 47. PACKING HOUSE PRODUCTS.—Two commission agents in Georgetown, Demerara, are desirous of representing an exporter of packing house products.

48 and 49. FLOUR.—Two firms in Georgetown, Demerara, are desirous of representing an exporter of flour.

50. OILMEAL; BRAN; HAY; AND GRANULATED SUGAR.—A firm of commission agents in Georgetown, Demerara, are desirous of representing an general export house handling the above products.

Miscellaneous

51 and 52. Two firms of commission agents in Georgetown, Demerara, are desirous of representing an exporter of oats.

53. BOOTS AND SHOES.—A firm of commission agents in Georgetown, Demerara, are desirous of representing an exporter of boots and shoes.

54. CORDAGE.—A commission agent in Georgetown, Demerara, is desirous of representing an exporter of cordage.

55. TRUNKS AND BAGS.—A firm of commission agents in Georgetown, Demerara, are desirous of representing an exporter of trunks and bags.

56. FURNITURE.—A firm of commission agents and importers in Jamaica seek to represent a Canadian manufacturer of very cheap household furniture, shipped finished, but knocked down for local assembly.

57. CLOTHES PINS.—A firm of manufacturers' representatives and direct importers in New Zealand desire to secure the representation of a firm in a position to export clothes pins to that country.

58. WOODEN HANDLES.—A Belgian firm in Verviers, Belgium, would like to hear from Canadian exporters of hay-fork and rake handles, etc. Prices c.i.f. Antwerp.

59. ANIMAL HAIR (BODY AND TAIL HAIR).—A London firm, which is already handling Canadian animal hair, are desirous of securing additional supplies. They would be glad to receive c.i.f. offers of body hair, also tail hair.

60. OX TAILS.—A firm in Hamburg, Germany, are desirous of getting in touch with Canadian exporters of ox tails with hairs.

61. HIDES.—A London firm of brokers would be glad to act for responsible Canadian shippers of hides, for the sale of which they claim a long-established connection.

62. CARBON BLACK.—Brussels firm desire to hear from Canadian exporters of carbon black. Prices c.i.f. Antwerp.

63. SULPHUR.—A Brussels firm desire to represent Canadian exporters of sulphur in all its forms. Prices c.i.f. Antwerp.

64. ALUMINIUM PHOSPHATE.—Large Dutch mining firm desire quotations on aluminium phosphate.

65. CRUDE ASBESTOS.—A United Kingdom company invite samples and offers c.i.f. United Kingdom from Canadian producers of crude asbestos equal to No. 2 grade and under, provided that anything offered is suitable for spinning purposes.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
JANUARY 16, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 16, 1928. Those for the week ending January 9, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending January 9, 1928	Week Ending January 16, 1928
Britain.. . . .	£	\$4.86 $\frac{3}{4}$	\$4.8822	\$4.8872
Belgium	Belga	.1390	.1400	.1397
Czecho-Slovakia.. . . .	Krone	.....	.0296	.0297
Finland.	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0393	.0394
Holland	Florin	.4020	.4037	.4041
Italy.. . . .	Lire	.0526	.0529	.0530
Spain.. . . .	Pes.	.1930	.1729	.1720
Portugal.. . . .	Ese.	1.0805	.0500	.0500
Switzerland.	Fr.	.1930	.1931	.1931
Germany.	Reichs Mk.	.2382	.2383	.2387
Greece.	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2662	.2665
Sweden.	Kr.	.2680	.2695	.2695
Denmark.	Kr.	.2680	.2682	.2685
Austria.	Schilling	.1407	.1412	.1412
Japan.	Yen	.4985	.4686	.4700
Siam.	Tical	.3709	.4575	.4575
India.. . . .	Rupce	.3650	.3693	.3693
United States	\$	1.0000	1.0018	1.0018
Mexico.. . . .	\$	.4985	.4870	.4890
Argentine Rep.	Peso (Paper)	.4244	.4272	.4280
Brazil.. . . .	Mil.	.5462	.1205	.1205
Jamaica	£	4.86 $\frac{3}{4}$	4.8700	4.8775
British Guiana	\$	1.0000	1.00 $\frac{3}{4}$ —1.02	1.00 $\frac{7}{8}$ —1.02 $\frac{1}{4}$
Barbados	\$			
Trinidad.	\$			
Dominica	\$			
St. Kitts.	\$			
Grenada	\$			
St. Vincent.. . . .	\$			
Tobago	\$	4.8665	.6462	.6437
China	Tael			
Batavia, Java.	Guilder			
Peru	Libra			
Singapore, Str. Settlement ..	\$			
		.5678	.5700	.5700

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

- To ANTWERP.—Canadian Ranger, Feb. 1; Canadian Inventor, Feb. 15—both C.G.M.M.; Beaverdale, Feb. 4; Beaverford, Feb. 18—both Canadian Pacific.
- To AVONMOUTH.—Concordia, Anchor-Donaldson, Feb. 2.
- To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Antrim, Jan. 23; Carrigan Head, Feb. 9—both Head Line.
- To CARDIFF AND SWANSEA.—Canadian Traveller, Jan. 25; Canadian Scottish, Feb. 8; Canadian Pioneer, Feb. 22—all C.G.M.M.
- To GLASGOW.—Concordia, Feb. 2; Gracia, Feb. 16—both Anchor-Donaldson Line; Bothwell, Jan. 28; Brecon, Feb. 18—both Canadian Pacific.
- To LIVERPOOL.—Minnedosa, Jan. 27; Montclare, Feb. 3; Metagama, Feb. 10; Melita, Feb. 17—all Canadian Pacific.
- To LONDON.—Canadian Ranger, Feb. 1; Canadian Inventor, Feb. 15—both C.G.M.M.; Beaverdale, Feb. 4; Beaverburn, Feb. 11; Beaverford, Feb. 18—all Canadian Pacific.
- To MANCHESTER.—Manchester Brigade, Jan. 28; Manchester Producer, Feb. 11—both Manchester Line.
- To ROTTERDAM.—Hada County, County Line, Jan. 30.
- To HAMBURG.—Grey County, County Line, Jan. 28; Beaverburn, Canadian Pacific, Feb. 11.

TO COPENHAGEN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Feb. 3.

TO NORWEGIAN PORTS.—Idefjord, Norwegian-American Line, Jan. 31.

TO SOUTH AND WEST AFRICAN PORTS.—Bengula, Elder Dempster Line, Feb. 15.

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Volunteer, Jan. 28; Canadian Skirmisher, Feb. 11—both C.G.M.M.; Invernina, Pickford & Black, Feb. 8; a steamer, Ocean Dominion SS., Jan. 26.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—A steamer, New Zealand SS., Feb. 18.

From Halifax

TO ANTWERP.—Canadian Ranger, Feb. 3; Canadian Inventor, Feb. 17—both C.G.M.M.

TO CARDIFF AND SWANSEA.—Canadian Traveller, Jan. 27; Canadian Scottish, Feb. 10—both C.G.M.M.

TO GLASGOW.—Athenia, Anchor-Donaldson Line, Feb. 20.

TO LIVERPOOL.—Newfoundland, Jan. 31; Wheatmore, Feb. 7—both Furness, Withy.

TO LONDON.—Canadian Ranger, Feb. 3; Canadian Inventor, Feb. 17—both C.G.M.M.; Ariano, Jan. 23; Comino, Feb. 13—both Furness, Withy; Antonia, Cunard Line, Feb. 20.

TO HULL.—Ariano, Jan. 23; Comino, Feb. 13—both Furness, Withy.

TO MANCHESTER.—Manchester Brigade, Jan. 30; Manchester Hero, Feb. 4; Manchester Producer, Feb. 13; Manchester Corporation, Feb. 18—all Furness, Withy.

TO ST. JOHN'S, Nfld.—Newfoundland, Jan. 31; Nova Scotia, Feb. 25—both Furness, Withy; Silvia, Jan. 24, Feb. 7, Feb. 21; Nerissa, Jan. 31, Feb. 14—both Red Cross Line; Farnorth, Farquhar SS., Jan. 28, Feb. 11; Magna, Newfoundland-Canada Traders, Feb. 2.

TO SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Skipper, Farquhar SS., Jan. 31, Feb. 14.

TO BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Feb. 11.

TO ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner (calls at Guadeloupe), Feb. 3; Canadian Squatter, Feb. 17—both C.G.M.M.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, Jan. 27; Canadian Volunteer, Feb. 10—both C.G.M.M.; Italia, Feb. 2; Invernina, Feb. 16—both Pickford & Black; a steamer, Ocean Dominion Line, Feb. 4.

TO NEW ZEALAND PORTS.—Canadian Highlander, C.G.M.M., Feb. 25.

TO AUSTRALIAN PORTS.—Canadian Commander, C.G.M.M., Feb. 4.

TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Jan. 25; Andalusia, Feb. 8—both Pickford & Black.

From Vancouver

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific, Feb. 4.

TO YOKOHAMA, KOBE, MIKE AND HONG KONG.—Achilles, Jan. 31; Tyndareus, Feb. 20—both Blue Funnel.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, Feb. 8.

TO MELBOURNE AND SYDNEY.—West Ivan, American-Australia-Orient Line, early February.

TO AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Conob, American-Australia-Orient Line, Feb. 13.

TO HAVRE, ANTWERP AND BORDEAUX.—Arizona, Feb. 8; Georgie, Feb. 18—both Cie. Gle. Transatlantique.

TO HAMBURG, ANTWERP AND BREMEN.—Odenwald, Jan. 26; Osiris, Feb. 16—both Hamburg-American Line.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Feb. 9; Tagliamento, Jan. 26—both Navigazione Libera Triestina.

TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Gail, Feb. 10; Cardigan-shire, Feb. 24—both North Pacific Coast Line.

TO LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Montgomeryshire, Jan. 31; Moerdyk, Feb. 14—both North Pacific Coast Line.

TO MANCHESTER.—Pacific Shipper, Jan. 28; London Importer, Feb. 15—both Furness (Pacific) Ltd.

TO KINGSTON, JAMAICA.—Canadian Miller, C.G.M.M., Feb. 6.

COMMERCIAL INTELLIGENCE JOURNAL

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Chile and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Yves Lamontagne, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

A. B. Muddiman, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

Jean J. Guay, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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MR. E. L. McCOLL TO VISIT CHILE AND URUGUAY

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, intends to spend the month of February in Chile, and the month of March in Uruguay. These tours are being undertaken in the interests of Canadian trade with these countries. Mr. McColl will be very glad to hear from Canadian exporters interested in these markets. Communications should be addressed to him care of British Consul, Santiago, Chile, or care of British Consul, Montevideo, Uruguay.

THE MARKET FOR ROUGH TURNED LAST BLOCKS IN ENGLAND

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, December 29, 1927.—The last block trade of England is centred in the Birmingham area, particularly in the cities of Leicester, Northampton, and Kettering. Large numbers of shoe manufacturers have their factories located at these points, and the last manufacturers naturally settle there in order to be able to make rapid deliveries. This is particularly valuable as there must be a very close liaison between the two trades.

CLASSES OF LASTS

The last trade is divided into three particular classes: "making," "finishing," and "filler" lasts. Of these, Canadian interest is centred on the first named, for the reason that the lasts are made of maple, the bulk of which comes

from the United States in the form of rough-turned kiln-dried last blocks. Canada is exporting a certain small quantity, but with the exception of blocks from two sources of supply, they are considered unsatisfactory by the trade. This is no fault of the wood.

MAKING LASTS

Boots and shoes obtain their first shape on the making lasts, and this important part of the trade demands perfect raw material and workmanship in manufacture. The maple blocks coming from the United States have controlled the trade for some years, although certain quantities of hornbeam imported from France at two-thirds of the price of maple are also seen in the country. For all practical purposes it may be said that the United States blocks are in most favour and control the trade. It is understood that considerable quantities of Canadian maple are shipped to the United States and then kiln-dried, rough-turned, and shipped to the United Kingdom as American last blocks.

METHOD OF MANUFACTURE

The kiln-drying and turning of last blocks is a matter of knowledge and experience. It is not the class of trade that any lumbering firm can readily turn to as a source of additional revenue; particularly is this true as regards kiln-drying.

To manufacture the rough blocks, the tree is cut in sections of 18 to 24 inches and the blocks split with the grain. The bark side of the tree must in all cases be on the bottom of the block. There is no exception made to this rule, and instances can be quoted of English last manufacturers refusing to accept delivery owing to streaky wood which came from the heart of a large tree which permitted of double cutting in order to get a greater quantity of blocks. The reason for such insistence on the part of English manufacturers is that the lasts must expand and contract evenly.

The most important element in the preparation of these rough-turned last blocks, and the point at which the greatest difficulty is experienced, is in proper and adequate kiln-drying. It is regrettable that on this point Canadian trade has rather suffered in the past.

It is the opinion of both experienced English and Canadian firms that, despite the lure of manufacturers of fast-drying kilns, producers of last blocks should take at least ninety days in slowly and adequately drying the blocks in order to eliminate checks and cracks on the inside which cannot be seen until they have been turned into their final shape. The correct moisture content is about 12 per cent, and it is quite as dangerous to have too small a percentage of moisture as too much. An instance may be cited of last blocks being shipped with too small a moisture content, and upon storage in the cellars of an English last manufacturer, in the exceedingly damp English climate, they took up so much moisture that considerable trouble was experienced in working them. Estimates of the percentage of seconds and culls permitted ranges from 5 per cent to 10 per cent in any shipment.

It cannot be too strongly emphasized that streaky or yellow wood is very undesirable. Shoe manufacturers will often refuse delivery of such finished lasts, on the ground that the wood is unsatisfactory. Theirs is the final word.

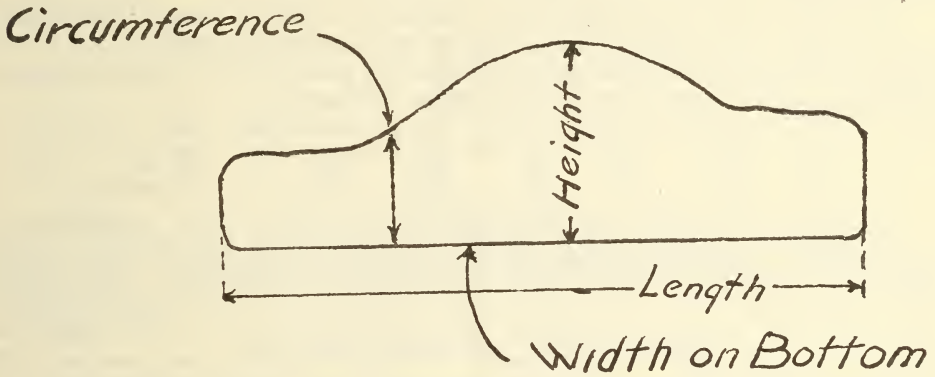
As a rule, the cause of such black or yellow streaky wood is owing to maple being cut in swamps or from the heart of the tree. It is also stated that these streaks may be produced in the kiln drying, although the writer is more inclined to the view that it is in the nature of the wood rather than in the handling.

SIZES AND SHAPES DESIRED

It is impossible to describe the odd shapes and sizes of rough-turned last blocks; suffice it to say that firms unacquainted with this trade should obtain samples from Canadian or American sources of the various sizes demanded.

In the past samples have been forwarded to Canada from the Bristol office, but this is quite unnecessary considering the fact that they are practically all of American origin.

The sizes chiefly desired are Nos. 1, 3, 5, 7, 9, 11. The average sizes are 3, 5, 7, 9; the greatest demand is for size 7. The following illustration and table of lengths, widths, height and circumference may be of assistance to interested firms. The dimensions have been obtained from actual measurement of kiln-dried blocks.



Size	Length	Width	Height	Circumference
1	10½	3¾	4½	11
3	12	4	4¾	12
5	12½	4½	5	13
7	13	4¾	5¼	14
9	13½	4¾	5½	15
11	14	5	6	16

It should be noted that there is a shrinkage of about half an inch in the girth in the process of kiln drying, and this shrinkage must be allowed for when freshly cut to cover this.

PRICES

Prices for maple last blocks have advanced rapidly in the last few years. Taking the average size 7: in 1916 these cost \$77 per 1,000 f.o.b. American port; in 1924, \$201.75; and at the present time in the vicinity of \$250 per 1,000 for this size. The market is at present in a state of flux.

Obviously it is impossible to set down an exact price governing this trade, but the following prices will indicate the difference in values per 1,000 f.o.b. for the various sizes: 3, \$210; 5, \$230; 7, \$250; 9, \$275.

Price depends very largely upon the quality of the blocks. There is a sharp decrease in prices for blocks which are not of the highest quality—in fact, they are not wanted. Another factor governing price is that of size of order, for on quotations for 100,000 or more there might be an allowance of 10 per cent in price.

F.O.B. VERSUS C.I.F. QUOTATIONS

The last block trade has in the past been an exception to the general rule that prices for this country should be c.i.f. United Kingdom port, or delivered, in sterling. For years the last block trade has operated on f.o.b. American sea-

board quotations in dollar currency, and until recently there has been no attempt to meet the last manufacturers. One Canadian firm has established a reconditioning plant at Wellingborough, and have been quoting the trade delivered their factory in English currency.

Terms are generally cash against documents or thirty days after arrival, subject to inspection. The latter stipulation depends upon the length of time the English firm has known the exporting company. In cases of doubt this clause has been taken advantage of.

FINISHING LASTS

Finishing lasts, as their name implies, are those upon which boots and shoes are placed for their final work. The chief sources of supply are Germany, France, Sweden, and Jugo-Slavia, in addition to certain quantities made from English beech.

This year there are considerable quantities of cheap beech blocks being imported from Jugo-Slavia at a price from 8d. to 9½d. (16 cents to 19½ cents) per pair, whilst French beech is being imported at 1s. 2d. (28 cents) per pair. Jugo-Slavia prices, according to size, are as follows:—

1	3	5	7	9	11	and	13
8d	8½	8½	8¾	9¼	9½		9¾ or
16	16½	17	17½	18½	19		19½ cents

It is understood that one important German firm of last manufacturers with factories in Holland, Italy, and Sweden are shipping finishing lasts of fair quality at a price which cannot be met by English manufacturers. The English firms in this area, however, do not fear this competition as beech lasts are satisfactory only for what is described as the cheaper Manchester trade where low-priced shoes and slippers are produced. Nevertheless, these lasts are imported in thousands into that area. The Northampton trade, which is one of quality, must use only the highest grade of lasts, which nevertheless commands a premium for the finished product.

In some supplies from France the beech blocks had been immersed in some mixture of tar and rosin, which obviously is used after drying in the kilns to prevent variations in the moisture content.

Canadian supplies are non-existent, and it would not be possible for firms in the Dominion to touch this trade for it is cut to pieces. Canadian manufacturers would therefore be well advised to confine their attentions to maple blocks for the making lasts.

FILLERS

Fibreboard and celluloid are being used to a large extent in this trade. Prices for the fibreboard used in the manufacture of filler lasts are approximately 50s. 6d. (\$12.28 exchange at par) per cwt. for English manufacture and 42s. (\$10.21) for that of Swedish origin. This fibreboard is bought in sheets of about 3 feet square and ¼-inch thickness, or, in trade terms, 14 substance.

Where wood is used, basswood, sycamore, or chestnut are quite suitable, with the first-named predominating. The trade is unimportant from the Canadian point of view as prices are extremely low. The main essential is to have an exceedingly light wood, as filler lasts are used for displaying models of shoes by travellers or in window display. Canadian firms in a position to offer basswood blocks, however, might forward quotations in carload lots f.o.b. Canadian seaboard.

INTEREST IN CANADIAN SUPPLIES

The present position in the English market as regards Canadian supplies of last blocks is that without exception the firms would prefer drawing their needs from Canada than from the United States, and yet satisfactory supplies in quantity are not available. Canadian rough-turned maple last blocks,

properly kiln-dried and turned, will be welcomed on the English market; all that is required is that they be equal in quality to those of United States origin. That Canadian firms do not control a far larger proportion of this trade is owing to the fact that so far the actual work in the manufacture of these blocks has been in the hands of more or less unskilled labour. It is a common practice to let out contracts to farmers in Canada for the cutting and splitting of maple blocks on their farms at a price per 1,000. The result has been the attempt to get as many blocks as possible out of the tree, disregarding specific instructions as to splitting and the absence in the blocks of any of the heart of the tree. This one cause of trouble has been overcome, but the writer recalls the rejection of 100,000 blocks owing to the splitting being too narrow for use in the trade. Another factor which has militated against the acceptance of supplies from Canada is the presence of dark or yellow streaks in the wood. These will not be tolerated by English importers, and from these American supplies appear to be quite free.

The kiln drying of the blocks is also highly important. This part of the work should be in the hands of a skilled workman who can watch his steam pressures and his parabolic curve which must control the drying of the blocks. The steam pressure depends upon the number of hours during which the blocks have been drying, and if the work is done carelessly it may mean the spoiling of the entire lot of blocks in the kiln.

Quality, not price, is the determining factor in this trade; if quality is not there, the price, so far as Canadian supplies are concerned, is immaterial. In other words, exceedingly cheap beech blocks can take the place of second grade maple blocks, and at a price with which firms in the Dominion cannot hope to compete.

CANADIAN IMPORTS OF AMERICAN LASTS

The statement has been made that Canadian shoe manufacturers import their lasts from the United States, which places Canadian producers of rough-turned last blocks or finished lasts in a rather precarious position, both in regard to domestic and export trade; but this is not borne out by official figures. Canadian imports of shoe lasts from the United States in 1922 were valued at \$60,489, and in 1926 at \$32,638. In any event, so far as rough-turned last blocks are concerned, all that is required is a good stand of maple combined with a fair knowledge of kiln drying and rough turning of the blocks.

IMPORTS INTO BRITISH MALAYA

According to the Malay States Information Agency in London, imports of foodstuffs and non-dutiable drinks into Malaya during the first nine months of 1927 totalled £10,709,827 as compared with £10,658,582 in the corresponding period of the previous year, while those of dutiable drinks and tobacco were valued at £4,313,194 as against £4,401,416.

Imports of grain and flour into Malaya during January-September, 1927, were valued at £10,518,100 as compared with £10,232,876 in the corresponding period of 1926. Those of cattle foods totalled £667,845 as against £660,141. Imports of iron and steel and manufactures thereof during the period under review amounted to £2,585,152 as compared with £2,695,869 in January-September, 1926. Cutlery, hardware, implements and instruments imported into Malaya during the first three quarters of 1927 totalled £515,154 as compared with £652,350 in the first nine months of the previous year. Imports of earthenware, glass and abrasives rose to £1,171,836 from £1,111,598. Imports of apparel fell to £749,148 from £1,119,009 in the corresponding period of 1926. Imports of chemicals, drugs, dyes and colours rose to £1,942,757 from £1,714,908. Wood and timber imported into Malaya during the first three quarters of 1927 totalled £583,608 as compared with £547,707 in January-September, 1926.

ADDITIONAL CANADIAN IMPORTS INTO THE UNITED KINGDOM DURING 1926

TRADE COMMISSIONER HARRISON WATSON

London, January 6, 1928.—Reversion to the statistics of the year 1926 seems rather a matter of historical interest at a time when general attention is concentrated on the affairs of 1927. It is obvious, however, that the preparation of the very comprehensive details which are collected and published by the British Board of Trade in the Annual Statement of the Trade of the United Kingdom for the year 1926, which has just been issued, must occupy much time.

Upon the other hand, the inevitable delay incurred in securing final figures is met, as far as is practicable, by the system in force of publishing each month the approximate statistics, both import and export, of a selected list of the most important commodities. These, in the case of imports, are of particular interest to Canada in so far that detailed figures are largely confined to articles of food and raw materials.

One reason for making this preliminary statement is to explain that figures of most of the cereals, provisions, and other articles of food, which Canada shipped to the United Kingdom in the calendar year 1926, were dealt with in the annual report from this office dated January 18, 1927, which was published in *Commercial Intelligence Journal* No. 1201 (February 5, 1927).

The usual custom of reproducing import statistics of the principal commodities, not included in the provisional statement, which enter into Canadian export trade to this country, supplemented by the returns for the year 1925, for purposes of comparison, and any explanation which is thought useful, is therefore followed.

Canada is also mentioned in other of the very large number of items into which the import statistics are classified. In such cases, however, the transactions are either casual, or the volume of trade too insignificant to warrant inclusion in a memorandum which aims at dealing with Canada's regular export trade to Great Britain.

If, at the first glance, some of the results seem disappointing, it must be emphasized that 1926 was the year of the great strike and other labour troubles, which, by causing general chaos, upset the general purchasing power of the population.

It is noteworthy, however, even taking this position into consideration, that there is a continuation of the gradual decline in receipts of Canadian fully manufactured goods, except in cases where Canada possesses some natural advantages, or the particular commodity obtains the benefit of Imperial preferential import duties. A notable exception is afforded by rubber footwear, in which Canadian manufacturers appear to have established a strong permanent foothold in this country.

(1) Food, Drink, and Tobacco

(Imports of Grain, Flour, Provisions, and Canned Fish were published in *Commercial Intelligence Journal* No. 1201: February 5, 1927.)

DRIED PEAS (OTHER THAN SPLIT)

Receipts from Canada in 1926 were 22,275 cwts. valued at £21,447, a considerable increase over the previous year, when the figures were 4,772 cwts. valued at £7,875. Total importations in 1926 amounted to 1,290,732 cwts. (£1,508,166).

MACARONI

While imports of Canadian-made macaroni rose from 1,194 cwts. valued at £2,445 in 1925 to 1,355 cwts. valued at £2,803 in 1926, the situation remained practically unchanged.

With the gradual restoration of pre-war conditions, Canada finds it impossible to compete profitably with macaroni supplied from Italy and France. Of the 100,359 cwts. brought in in 1926, Italy contributed 54,802 cwts. and France 36,823 cwts.

Although the United States shows a little better result than Canada, similar conditions have deprived both countries of the considerable business which they were doing in Great Britain under war conditions.

SHREDDED WHEAT

United Kingdom imports of shredded wheat and semolina were cut in two last year, the figures being only 52,109 cwts. valued at £44,841 against 112,662 cwts. valued at £193,508 in 1925. The opening of a factory in England for the production of shredded wheat, and the resulting transfer of the trade from the United States and Canada to the United Kingdom, is responsible for the total falling-off.

OATMEAL

Total importations in 1926 dropped from 309,977 cwts. to 254,468 cwts., the loss falling almost entirely upon Canada, as will be seen from the following table:—

	Quantity		Value	
	1925 Cwts.	1926 Cwts.	1925 £	1926 £
Total imports.. . . .	309,977	254,468	246,641	176,710
United States.. . . .	122,906	120,104	101,085	81,267
Canada.. . . .	178,411	126,067	138,345	89,303

ROLLED OATS

Upon the other hand, Canada recovered the proportionate losses which she sustained in 1925 in the supply of rolled oats to this market. The figures are as follows:—

	Quantity		Value	
	1925 Cwts.	1926 Cwts.	1925 £	1926 £
Total imports.. . . .	460,511	518,285	550,582	600,951
United States.. . . .	236,742	224,442	268,006	237,376
Canada.. . . .	222,782	280,353	281,568	352,176

LINSEED OILCAKE

Imports of linseed cake and meal (91,105 tons valued at £930,850) showed little variation from 1925. Canada's share, however, shrunk to the insignificant figure of 448 tons valued at £4,560.

HAY

Consignments of hay from overseas (23,427 tons valued at £116,489) were practically the same as in 1925. Canada contributed 17,132 tons valued at £86,947.

HOPS

The decrease in the brewing of beer and the adoption of an import duty from August, 1925, have caused a considerable decline in the imports of hops. In 1926 total arrivals were 42,916 cwts. valued at £315,884, Canada's share being only 2,969 cwts. valued at £24,689.

MEAT (OTHER THAN BACON AND HAMS)

Canada continues to occupy an insignificant position as a supplier of meat to the United Kingdom.

In 1926, receipts of *frozen beef (boned)* from the Dominion aggregated only 26,941 cwts. (£60,226) out of a total of 371,628 cwts. (£781,739).

The position was even less important in *canned beef (including tongues)*, Canada's share being 7,708 cwts. (£65,140) out of 1,023,414 cwts. (£3,963,678).

In the case of *beef offals*, receipts from Canada totalled 30,307 cwts. (£75,503) out of 857,908 cwts. (£2,306,109).

Of the 273,618 cwts. (£1,317,439) of *frozen pork* brought in, Canada is credited with 16,396 cwts (£87,094).

The Dominion makes very little progress as a supplier to this country of *poultry*. The quantity, 4,583 cwts. (£33,503), is little more than 1 per cent of the 410,589 cwts. (£2,317,709) received from abroad, and shows a falling-off from 1925.

BLADDERS, CASINGS AND SAUSAGE SKINS

Canada can obviously secure in other countries better prices for casings than are obtainable in Great Britain, because of the 82,127 cwts. (£1,213,896) imported under this heading, her share was only 3,802 cwts (£71,607).

FISH

Last year Canada furnished 23,686 cwts. (£119,599) out of a total of 80,771 (£560,616) of *salmon (fresh or frozen)* imported, being headed only by the Irish Free State.

At the same time the Dominion is steadily increasing its shipments of *cured and salted salmon*. In 1926 arrivals from Canada aggregated 4,750 cwts. (£24,209), the total from all sources being 13,675 cwts. (£72,575).

Consignments of *salted cod* from Canada (7,840 cwts., value £14,873), although only representing about 4 per cent of what is coming in, show a substantial increase over the previous year.

FRUIT

Apples.—Although total arrivals of apples in 1926 showed an increase of some 2,300,000 cwts. over the previous year, Canada derived no benefit, her consignments actually falling away by about 33,000 cwts. The United States secured the lion's share of the extra business, her increase amounting to 1,700,000 cwts., while both Australia and New Zealand exhibited substantial advances. The actual figures and sources of supply were as follows:—

	Quantity		Value	
	1925 Cwts.	1926 Cwts.	1925 £	1926 £
Total imports.....	5,989,674	8,284,160	7,541,961	9,561,229
United States.....	2,801,301	4,580,609	3,639,883	5,214,769
Australia	887,759	1,300,852	1,656,994	1,971,076
France.....	406,933	295,884	187,671	130,921
New Zealand	95,037	259,926	223,383	419,539
Canada.....	1,639,794	1,606,109	1,661,946	1,594,305

Pears.—Similarly in the case of pears, while imports more than doubled (1,429,283 cwts., value £2,060,560) as against 589,026 cwts. (£1,267,409) in 1925, Canada's contribution only increased from 52,974 cwts. (£88,681) in 1925 to 55,031 cwts (£89,926) in 1926. Belgium and France, to a lesser degree, are the chief suppliers.

Canned Fruit.—Canada did a little better in canned and bottled fruit (preserved without sugar), contributing 11,952 cwts. (value £20,061) out of 366,630 cwts (£616,870), in comparison with 7,165 cwts. (£12,414) out of 327,980 cwts. (£533,426) in the previous year.

In the case of canned fruits (except pineapples) preserved with sugar, the Dominion experienced a falling-off. Total imports in 1926 were 1,627,413 cwts. (£4,672,020) and Canada's share 33,627 cwts. (£100,398). In 1925 the corresponding figures were 1,782,300 cwts. (£5,192,165) and 45,935 cwts. (£139,136).

CIDER

Although the consumption of cider in Great Britain was adversely affected, like everything else, Canada shipped the substantial quantity of 253,544 gallons valued at £60,860. The total importations were 326,257 gallons (£75,480).

HONEY

While the total quantity of honey entered fell away from 76,477 cwts. (£221,967) in 1925 to 64,115 cwts. (£170,332) in 1926, Canada's consignments continued to grow. In 1926 the Dominion shipped 4,800 cwts. (£15,865) as against 3,162 (£12,853).

PRESERVED MILK

Imports of Canadian unsweetened condensed milk were the heaviest recorded during the past five years. Upon the other hand, receipts from the Dominion of whole sweetened condensed milk were greatly reduced.

The returns are as under:—

*Condensed Milk, Unsweetened**

	Quantity		Value	
	1925 Cwts.	1926 Cwts.	1925 £	1926 £
Total imports	355,962	361,758	1,026,344	1,019,520
United States	281,489	240,624	837,928	726,584
Canada	40,943	57,366	108,407	147,330

Condensed Milk, Sweetened, Whole

Total imports	289,543	257,133	852,859	645,174
Netherlands	145,086	157,847	376,169	356,617
Switzerland	84,023	42,428	309,121	142,411
Canada	22,795	16,728	69,514	45,501

Milk Powder, Unsweetened

Total imports	137,488	135,168	406,583	377,088
New Zealand	73,572	31,091	206,722	83,998
Netherlands	31,863	69,757	102,870	200,242
Canada	18,769	21,059	51,952	51,927

LARD

There was practically no alteration in the lard import trade. The United States monopolized the business to the extent of supplying in 1926, 93,584 tons (£7,155,191) of the 112,710 tons (£8,615,611) purchased from abroad. The next largest supplier is Canada, with 12,563 tons (£946,784). This compares with 13,985 tons (£1,157,663) in 1925.

TOBACCO

One of the most noteworthy developments in Canadian trade to this country has been the phenomenal increase in the quantity of leaf tobacco supplied. In the year 1926 this nearly trebled, increasing from 1,858,523 pounds to 4,913,883 pounds.

Although this quantity still only represents about 2.5 per cent of the total requirements, and the business is still largely a monopoly of the United States,

the outlook for Canadian tobacco is most promising. The total imports and principal sources were:—

	Quantity Lbs.		Value £	
	1925	1926	1925	1926
Total imports.. . . .	188,981,026	197,203,625	15,476,637	16,398,209
United States.. . . .	162,718,941	161,409,564	13,430,587	13,683,744
Nyasaland.. . . .	7,070,485	9,084,095	490,148	663,257
British India	7,785,421	11,854,340	310,380	497,170
Canada.. . . .	1,858,523	4,913,883	142,899	421,341

(2) Raw Materials and Articles Mainly Unmanufactured

(Imports of Lumber and Wood Pulp were published in *Commercial Intelligence Journal* No. 1201: February 5, 1927.)

COAL

Although the circumstances were entirely exceptional resulting from the mining strike, Canada shipped 24,076 tons (£56,019) of coal to the United Kingdom in 1926.

ABRASIVES

Receipts of Canadian abrasives rather fell away, Canada only supplying 717 tons (£29,232) of *carborundum* in comparison with 912 tons (£43,338) in the previous year; while arrivals of *artificial abrasives* dropped from 1,522 tons (£44,164) in 1925 to 493 tons (£15,162). Total imports of *carborundum* in 1926 were 1,334 tons (£53,397) and of *artificial abrasives* 1,331 tons (£36,808).

ASBESTOS

British South Africa now has a strong hold on the imported asbestos trade, her share being more than double that of Canada. The figures are:—

	Quantity Tons		Value £	
	1925	1926	1925	1926
Total imports.. . . .	24,619	26,152	631,318	696,758
British South Africa..	17,130	17,679	488,986	525,587
Canada.. . . .	7,095	7,605	135,048	148,184

COPPER ORE

Canada's proportion of the importations of copper ore improved last year, the Dominion supplying 21,016 tons (value £1,050,815) out of 34,754 tons (£1,726,237) as against 18,382 tons (£921,367) out of 36,730 tons (£1,744,680) in 1925.

SILVER ORE

Arrivals of silver ore declined to £328,611 from £567,090 in 1925, and Canada's share fell from £115,730 in the latter year to £34,600.

FURS

Canada's contribution of fur skins (unspecified) almost doubled that of 1925, increasing from 750,109 to 1,350,756, the respective values being £838,388 and £1,427,541. Total importations were 28,196,601 skins (£7,708,531) in 1925 and 24,602,106 (£7,525,431) in 1926.

SEEDS

In 1926 the Dominion shipped 21,417 cwts. (£102,165) of *clover seed*, as against 11,509 cwts. (£42,676) in the previous year. This advance is largely responsible for the increased aggregate from 67,939 cwts. (£289,842) to 86,003 cwts. (£373,927) in 1926.

In *grass seeds* there was practically no change, Canada supplying 3,282 cwts. (£8,294) in comparison with 3,475 cwts. (£7,956) in 1925. The totals in this case were respectively 232,214 cwts. (£592,081) and 203,718 cwts. (£423,675).

(3) Articles Wholly or Mainly Manufactured

(Imports of Newsprint and Wrapping Paper were published in *Commercial Intelligence Journal* No. 1201: February 5, 1927.)

IRON AND STEEL PRODUCTS

Canadian supplies of iron and steel products have shrunk to such small dimensions that they are relatively insignificant.

However, there is a considerable increase in *wire rods* from the Dominion, which in 1926 totalled 2,936 tons (£29,706) out of 122,619 tons (£1,031,919) against 991 tons (£11,933) out of 113,866 tons (£966,150).

Canada also furnished 2,649 tons (£46,053) of the 28,446 tons (£452,322) of *wrought welded tubing* imported, the United States maintaining her share with 11,947 tons against 10,601 tons in 1925. In that year the Dominion was credited with 2,963 tons (£56,434).

Canada is further shown as shipping small quantities of *wire (unenumerated)*, probably mainly of the mattress description.

Participation in the imported *wire nail* trade continues to shrink. In 1926 the Dominion shipped 61 tons (£1,627) as against 64 tons (£1,705) in the previous year, the respective totals being 62,828 tons (£818,824) and 61,307 tons (£851,266). The principal suppliers are Belgium, the Netherlands, and Germany, in order of importance.

NON-FERROUS METALS AND MANUFACTURES

Under the above heading, Canada shipped 122 tons (£13,634) of *crude aluminium*—less than half of the previous year's contribution; and 126 tons (£17,602) of *aluminium manufactured*, which is double the amount of 1925.

The Dominion is also credited with 222 tons (£82,141) of *brass manufactures*, which is again twice the quantity shipped in the previous year.

Arrivals of *cobalt and cobalt alloys* from Canada fell away from 121,976 pounds in 1925 to 46,118 (£20,541) in 1926. The Dominion has practically a monopoly of this business, although a large quantity came forward from Belgium in 1926.

Canada's shipments of *electrolytic manufactured copper* in bars, blocks, etc., also declined from 250 tons (£17,210) in 1925 to 215 tons (£14,155). Total receipts fell at the same time from 95,045 tons (£6,359,977) to 89,191 tons (£5,883,720).

The United Kingdom received 260,407 tons of *pig lead* in 1926 (value £8,201,575), in contrast to 269,392 tons (£9,762,983) in 1925. Canada's proportion was 39,853 tons (£1,260,000) against 43,336 tons (£1,538,031) in the previous year.

In *nickel* (in pellets, cubes, etc.) the Dominion's exports rose from 72 tons (£10,202) in 1925 to 187 tons (£31,445).

Canada's *crude zinc* contribution increased from 6,955 tons (£254,728) out of 135,783 tons (£4,886,816) in 1925 to 9,251 tons (£328,474) out of 148,427 tons (£5,155,634).

EDGED TOOLS

The chief item from Canada in implements and tools was £15,353 worth of *forks and other agricultural implements*, as compared with £21,189 in 1925. The respective aggregates were £57,897 and £64,400.

PHOTOGRAPHIC APPLIANCES AND LENSES

Canada again almost monopolized the import trade in *cameras*, with 588,034 (£130,455) of the 753,019 (£224,316) imported. This compares with 392,915 (£134,233) and 489,278 (£185,492) in 1925.

In *sensitized photographic plates and films* the Dominion supplied £397,127 out of £767,528, against £304,577 out of £753,677 in the previous year.

Canadian shipments of *lenses* were also greater, the figures being 493,768 (£69,584) in 1925 and 737,170 (£78,354) in 1926.

AGRICULTURAL IMPLEMENTS AND MACHINERY

In this department Canada on the whole held her own.

There was a slight reduction in *mechanical power ploughs*, the 139 tons (£4,400) of 1925 falling to 121 tons (£3,217). The total importations, however, decreased to a greater degree.

An increase was registered in *animal power ploughs*, from £14,146 to £14,814, the totals being £41,573 and £40,741.

The *lawn mower* classification has in the present returns been divided for the first time into "hand-driven" and "animal and mechanically drawn". Under the former Canada supplied £7,667 out of £57,699 imported, and under the latter £12,561 in a total of £50,790.

Total deliveries of *reapers and binders* fell from £166,393 to £161,150 in 1926, and Canada's contribution from £81,346 to £54,833.

Canada's exports of *agricultural machinery (unclassified)* went up from £24,551 to £36,824 in spite of the fact that total importations dropped from £161,619 to £138,240.

MANUFACTURES OF WOOD

Although there is no falling-off in Britain's imports of manufactures of wood, Canada continues to occupy a comparatively insignificant position.

In 1926 she only contributed £225,605 of the £2,579,762 of *manufactures of wood (unenumerated)* brought into the country—a relatively worse proportion than the £270,544 out of £2,534,819 associated with 1925.

Simultaneously, receipts of Canadian *furniture and cabinet ware* were cut in half, from £27,244 out of £668,821 in 1925 to £13,901 out of £723,829 in 1926.

Under the heading of *tool handles*, Canada is credited with 3,942 gross (£8,115) in 1926 against 3,460 gross (£9,581) in 1925. Total purchases were 88,468 gross (£214,754) in the former year.

Of *domestic woodenware* the Dominion shipped £5,326 out of £239,695 in 1926, the respective figures in the previous year being £6,812 and £252,820.

CORDAGE

Receipts of *binder twine* from Canada were halved. In 1925 the quantity was 12,474 cwts. (£34,799) in a total of 100,306 cwts. (£329,399), and in 1926 5,657 cwts. (£13,150) out of 79,722 cwts. (£214,121).

APPAREL

In apparel, there was an increase in *corsets* imported from Canada from 11,840 dozen (£59,034) in 1925 to 16,175 dozen (£65,361) in 1926. The totals were 81,400 dozen (£305,368) and 80,097 dozen (£306,115) respectively.

CHEMICALS

Acetic Acid.—Canada still almost monopolized the import trade, furnishing 6,199 tons (£292,934) out of a total of 9,964 tons (£430,602). This contrasts with 6,400 tons (£317,882) and 8,568 tons (£393,968) in 1925.

Cobalt Oxide.—Receipts slightly decreased from 1,360 cwts. (£62,045) in 1925 to 1,292 cwts (£56,429). Canada's proportion was, however, halved from 1,173 cwts. (£54,634) in the former year to 543 cwts. (£24,716).

Methyl Alcohol.—Imports of methyl alcohol (unpotable) exhibited practically no variation, being 368,610 gallons (£60,720) in 1925 and 378,299 (£60,320) in 1926. Canadian consignments, however, dropped heavily from 62,203 gallons (£9,051) to 5,742 gallons (£934).

Nickel Oxide.—Canada continues to supply all the nickel oxide purchased from abroad, which, however, decreased from 33,863 cwts. (£177,402) to 13,811 cwts. (£77,434).

Phosphorus.—The Dominion contributed 25,328 cwts. (£92,157) of a total of 26,611 cwts. (£97,587). In the previous year the total was 27,774 cwts. (£103,413)—all Canadian.

White Lead.—The quantity of dry white lead imported increased from 165,508 cwts. (£339,370) to 167,004 cwts. (£323,737). Canada's proportion remains insignificant—1,201 cwts. (£2,387) in 1925 and 2,004 cwts. (£3,807) in 1926.

Bronze Powder.—In bronze powder, the Dominion's share was 3,148 cwts. (£27,149) as compared with 2,808 cwts. (£26,660) in 1925. Aggregate deliveries were 24,309 cwts. (£147,958) and 17,875 cwts. (£127,794) respectively.

Soap.—Owing to a rearrangement of the classification, *toilet soaps* are now shown separately. Canada contributed 23,237 cwts. (£65,576) out of 48,960 (£170,049).

In *shaving soaps* there was a big advance, the Dominion supplying 4,016 cwts. (£46,279) as compared with 1,062 cwts. (£13,097) in 1925. At the same time total arrivals increased from 6,505 cwts. (£100,104) to 9,758 cwts. (£126,652).

LEATHER

Hides for Sole Leather.—In leather and hides, items of interest to Canada are few. These include a rather larger proportion of the trade in hides for sole leather, Canadian shipments increasing from 7,492 cwts. (£63,387) in 1925 to 8,808 cwts. (£81,071). Total importations, upon the other hand, declined from 154,017 cwts. (£890,351) to 131,662 cwts. (£839,154).

Patent Leather.—The Canadian patent leather trade was well maintained, 2,258 cwts. (£125,655) against 2,333 cwts. (£133,892) in the previous year. Arrivals from all sources dropped from 22,451 cwts. (£1,128,637) in 1925 to 16,114 cwts. (£823,466).

WALLPAPER

There was an increase in wallpaper from the Dominion, from 9,525 cwts. (£29,851) to 12,484 cwts. (£43,518) in 1926. Germany still remains the principal source of supply, sending 29,441 cwts. (£72,881) in the latter year.

WALLBOARD

The Dominion is the largest supplier of wallboard in the United Kingdom market, and increased her trade during 1926, when of a total of 40,130 cwts. (£52,300), 24,056 cwts. (£30,860) were Canadian. In the previous year the total was 29,484 cwts. (£39,817) and Canada's share 19,215 cwts. (£27,725).

MILLBOARD

As regards millboard, Canada also made progress. In 1925 her shipments were 125,064 cwts. (£145,855) and in 1926, 149,867 cwts. (£179,579). The bulk is supplied by Sweden, Germany, and Finland, aggregate imports in 1926 being 1,128,491 cwts. valued at £1,114,118.

CARDBOARD AND PASTEBOARD

Under this heading Canada lost ground. While total importations rose from 227,096 cwts. (£321,249) in 1925 to 272,142 cwts. (£361,949) Canadian consignments fell from 7,907 (£9,291) to 5,602 cwts. (£6,424).

AUTOMOBILES

In the period January to July 1, 1925—the date when the Customs duty on imported motor cars was reimposed—there were heavy importations of automobiles into the United Kingdom, and as was to be expected, these have since fallen away. This position will explain why receipts of automobiles dropped from 32,852 (£6,194,539) to 12,015 (£1,940,251) in 1926. Canada's share dropped from 3,552 (£769,423) to 1,356 (£313,156).

CHASSIS, COMPONENTS, AND ACCESSORIES

As regards *chassis*, the situation is not comparable with the previous year, on account of an alteration in the classification. In 1926, Canada supplied 760 (£92,169) out of a total of 5,469 (£590,860) of motor car chassis (net weight below 28 cwts); and 192 (£27,339) out of 560 (£127,108) of chassis (net weight over 28 cwts.). In *wheels, rims and spokes*, Canadian imports were £10,355 in 1926 in comparison with £9,328 in the previous year; and in *parts and accessories* (unspecified) the Dominion's share declined from £200,526 in 1925 to £186,746.

RUBBER MANUFACTURES

As has already been stated, the volume of Canadian transactions in rubber footwear continues to expand, and increases are also shown under most of the other items. The tables are reproduced below: —

Rubber Boots and Shoes

	Quantity Doz. Pairs		Value £	
	1925	1926	1925	1926
Total imports.. . . .	327,716	465,476	834,589	1,166,913
United States.. . . .	94,673	108,819	351,430	386,182
France.. . . .	63,710	103,511	53,724	104,211
Canada.. . . .	115,689	117,926	367,071	580,488

Tire Outer Covers (Motor Car)

	Number			
	1925	1926	1925	1926
Total imports.. . . .	1,187,011	1,256,637	2,823,574	3,607,368
France.. . . .	392,368	526,319	868,647	1,489,730
United States.. . . .	332,126	224,896	847,933	685,247
Italy.. . . .	212,315	210,917	535,713	625,321
Canada.. . . .	170,712	173,198	394,724	462,736

Tire Outer Covers (Motor Cycle)

Total imports.. . . .	22,385	135,393	24,746	139,363
France.. . . .	3,760	110,222	4,001	104,963
Canada.. . . .	6,063	11,759	10,366	17,721

Tires (Inner Tubes for Motor Cars and Motor Cycles) Classification Altered in 1926

	Quantity Number		Value £	
	1926		1926	
Total imports.. . . .	911,731		478,591	
France.. . . .	556,006		281,780	
United States.. . . .	147,565		88,037	
Canada.. . . .	100,992		53,925	

Solid Tires

	Number		Value	
	1925	1926	1925	1926
Total imports..	85,107	56,181	392,057	304,238
United States	26,363	20,673	114,303	116,361
Italy..	28,426	12,089	151,214	75,494
France..	17,700	12,062	71,784	57,326
Canada..	5,154	984	25,266	5,105

Rubber Manufactures (Unspecified) Including Rubber Gloves

(Entered by value only)

Total imports..	904,250	847,679
Germany..	441,640	448,833
United States..	325,207	274,252
Canada..	8,192	11,911

Rubber Heels and Soles

Total imports..	171	317	28,034	56,133
United States	91	174	13,119	31,739
Canada..	39	97	6,077	16,315

NEW ZEALAND'S MANUFACTURING INDUSTRIES

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, December 14, 1927.—Recently published statistics of factory production in New Zealand offer grounds for an examination of the development of secondary industries in the Dominion, and at the same time enable a review of the extent to which local manufactories are supplying the demands of the home market as well as of their dependence on overseas supplies of raw materials.

It will be generally understood that New Zealand is pre-eminently a country of primary production, and that it is only within comparatively recent years that manufacturing development has included any number of operations outside of those concerned directly with the working up of raw materials produced within the country. The inability of a small population to support a wide range of secondary industries has been the most important factor influencing the situation as it exists at present and as it will no doubt remain for some considerable time.

GROWTH OF SECONDARY INDUSTRIES

The census of industries of 1901 shows that in that year there were some 1,987 manufacturing establishments in operation, this number being made up chiefly by 334 saw and planing mills, 290 women's clothing factories, 248 butter and cheese factories, 188 printing and publishing establishments, and over 100 plants engaged in each of the following operations: tailoring, coachbuilding, furniture and cabinet making, boot and shoe making, tanning and wool scouring, and flax milling; while 34 factories were shown as engaged in meat freezing and preserving, 37 in engineering, 10 in wool milling, and 21 in clothing manufacturing. Industrial operations in New Zealand at the beginning of the century are thus seen to have been those of making up the products of the most important primary industries or carried on to meet the demands of small local markets for household and personal necessities.

By 1926 the number of plants engaged in secondary production numbered 4,791. The number of garages, repair shops, and assembly plants was 642; there were 518 butter and cheese factories, 482 saw and planing mills, 325 printing and publishing houses, 311 furniture and cabinet making establishments, and 221 plants manufacturing various types of clothing. In addition, engineering works numbered 196; coachbuilding plants, 173; aerated water and cordial

factories, 135; and woodenware and turnery mills, 128. Tailoring and dress-making establishments numbering some 800 in all were not included in the total, no statistics of such plants having been collected since 1921.

Apart from the large number of garages and motor repair shops, which might perhaps be excluded from such enumeration, the development in the number of plants engaged in industrial production since the beginning of the century has been rather one of continued growth of the industries which had already been established at that time than of plants engaged in new processes. There has been a fair degree of variation, but the newer industries are yet insufficient in number to occupy a prominent place in any survey of the situation. It may, however, be of interest to note that in the period from 1919 to 1926 alone the number of electric light and power plants has increased from 45 to 103, while the number of biscuit and confectionery establishments has increased during the same period from 49 to 69, that of tinned plate and sheet metal working factories from 77 to 119, and that of plants engaged in the treatment of chemicals and their by-products from 47 to 68.

NUMBER OF EMPLOYEES

The number of employees engaged in the 4,791 establishments in operation in 1926 was 81,700, an average of slightly over 17 per plant. Saw-mills and sash and door factories employed 9,643 hands, the largest number engaged in any one operation; printing and publishing establishments were second in importance with staffs numbering 7,274; clothing manufactories employed 6,833 workers; meat freezing and preserving plants, 5,798; and butter and cheese factories, 4,140. Engineering plants, garages, and electric tramways gave employment to 3,807, 3,549, and 3,310 hands respectively, and biscuit and confectionery factories, gas plants, furniture factories, woollen milling, and dressmaking establishments each employed over 2,000 hands during the year.

No less than 44,354 persons, or over half of the total number engaged in secondary industries, were employed in eight of the leading industries, while the saw-milling, printing, clothing, and meat-freezing industries alone gave employment to over 36 per cent of the total number of workers. Apart from the nine electric tramway plants which had a staff of 3,310, or 368 each, and which perhaps can be excluded from any examination of purely manufacturing operations, the meat freezing and preserving plants maintained the largest average number of employees, the 43 plants having a total staff of 5,798 or 135 per establishment. The 12 woollen mills each employed an average of 194 persons, but all other factories or shops, considered as engaged in any one operation, had pay rolls of less than 50.

The total wage bill for 1926 amounted to £16,876,881, an average of over £206 per employee. In the order of the size of pay rolls the leading industries were as follows: saw-milling (£2,319,672), printing and publishing (£1,632,797), meat freezing (£1,466,867), butter and cheese factories (£888,382), clothing manufacture (£844,383), and engineering (£802,707).

VALUE OF PRODUCTS

Statistics illustrating the cost of materials used and the value of the products of manufacturing processes place the butter and cheese factories and the meat-freezing works in a class apart from all other industrial production. The total cost of all materials used in the secondary industries in 1926 was £52,326,998. Of this amount raw materials treated in butter and cheese factories made up £16,454,519, and those in meat-freezing works £11,958,168, these two values combined making up over 54 per cent of the total. Materials used in grain mills were valued at some £2,500,000, those in wool scouring at some £1,800,000, those in saw-milling at £1,500,000, and those in clothing manufacture at £1,350,000.

A more or less similar relationship is seen to exist between the various industries after a comparison of the total value of their products. Butter, cheese, and other dairy factory products were valued at £19,798,499 in 1926, almost 25 per cent of the total for all industries of £84,792,434, while the finished products of meat freezing and preserving works were valued at £14,678,312, over 17 per cent of the whole. Of secondary importance were the saw-mills and sash and door factories with products valued at £5,719,385, printing works with a value of products of £4,407,655, and grain mills with £3,064,820.

Of the total value added by manufacturing in all industries of £32,465,436, the saw and planing mills contributed £4,175,042, butter and cheese factories £3,343,980, printing establishments £3,328,674, and meat-freezing works £2,720,144, these four industries alone making up over 40 per cent of the total value added by manufacturing processes.

CAPITAL

Detailed information regarding the amount of capital invested in industries is somewhat limited. It has been ascertained that of the total number of establishments in operation in 1926, 1,221 were registered as private companies and 949 as public companies, the total of 2,170, however, representing less than half of the total number of establishments in operation. The capital investments in these companies may still be of some value, and may be considered as representing some two-thirds or slightly more of the actual total. The total subscribed capital of both public and private joint stock companies in 1926 was £37,315,986, of which £32,436,484 was paid up. In addition, loan capital exclusive of bank overdrafts amounted to £8,660,436. The total paid-up and loan capital thus appears as £41,096,920, of which £27,829,461 represents that of public and £13,267,459 that of private companies.

The approximate value of the land, buildings, plant, and machinery of all factories has been computed at £59,069,001, this figure throwing some light on the relation between the capital investment in registered public and private companies and the probable total for all plants carrying on manufacturing processes.

SUMMARY STATISTICS

The following table sets out in brief form the principal statistics of the ten leading industries. Electric tramway plants have been excluded from the list on the ground that their operation is hardly one of "manufacturing" in the ordinary sense of the term, although they are included in this class by the New Zealand Census Office:—

Principal Statistics of New Zealand's Ten Leading Manufacturing Industries, 1926

	No. of Establish- ments	No. of Employees	Salaries and Wages £	Value of Land, Buildings and Plant £	Cost of Materials £	Value of Products £
Butter, cheese and condensed milk manufacture.. . . .	518	4,140	888,362	4,368,891	16,454,519	19,798,499
Meat freezing and preserving	43	5,798	1,466,867	4,779,733	11,958,168	14,678,312
Sawmilling and sash and door manufacture.. . . .	482	9,643	2,319,672	3,078,137	1,544,343	5,719,385
Printing and publishing .. .	325	7,274	1,632,797	3,091,938	1,078,981	4,407,655
Grain milling.	53	675	171,325	782,184	2,488,545	3,064,820
Tanning and wool scouring ..	57	961	228,964	357,178	2,241,178	2,759,192
Clothing manufacturing .. .	221	6,833	844,383	1,026,425	1,346,685	2,515,280
Electric power	103	1,985	454,709	16,649,402	1,661,994	2,325,175
Engineering	196	3,807	802,707	1,152,910	711,597	1,993,911
Gas making	48	2,053	440,906	4,273,671	512,648	1,566,051

LOCALIZATION OF MANUFACTURING INDUSTRIES

The development of secondary industries in New Zealand has been characterized by extremes in the location of its manufacturing plants. Over 51 per cent of all plants in operation in 1926 were in the Auckland and Wellington provincial districts. Factories in the Auckland province alone employed 26,807 persons, or 33 per cent of the total number of employees, while, with those in the Wellington province added, this percentage increased to over 54. The size of these plants in the two more important provinces of the North Island is well illustrated by their making up £34,446,609 of a total value for all land, buildings and equipment of £59,069,001, 216,034 of a total available horse-power of 358,882, and £45,306,848 out of a total value of products for the Dominion of £84,792,434. Auckland is the outstanding centre of secondary production. The addition of the output of Wellington province establishes the North Island as the industrial section of the country, even apart from the contributions of Taranaki and Hawkes Bay. Canterbury province in the South Island is outstanding as its industrial centre, while Otago and Southland are also of minor importance. Nelson, Westland, and Marlborough provincial districts contribute in very small amounts to the total output, the establishments in these provinces being limited almost entirely to some saw-mills and dairy factories.

RELATION TO CANADIAN TRADE

The output of secondary industries in New Zealand, as in any other of Canada's more important export markets, has a distinct bearing on the import trade in products of Canadian origin or production. In one direction this information affords a comparison between domestic production and domestic demand, indicating the opportunities for the sale of manufactured commodities which are not manufactured within the country but which may be produced by Canadian factories. In another it indicates the more important opportunities for the sale of raw or semi-manufactured materials for use in further manufacturing processes in New Zealand mills.

In more detail, it is evident in the first place that in spite of a large annual consumption of motor cars and trucks (this item shows the highest import value by statistical classes in 1926), their production within the country is practically limited to assembling, body building, and repair operations, the total value of the 1926 output amounting to less than half of the value of imports, a large part of which was of Canadian origin. In the same way, an almost entire absence of cotton manufacturing or the use of this product in any extensive factory processes is apparent and results in imports of cotton goods to an annual value of some £2,000,000, of which a small but increasing proportion is from Canadian mills. Rubber manufacturing also is conspicuously absent from the list of manufacturing activities. The annual consumption of rubber goods and motor vehicle tires amounts in value to an average of some £1,000,000, of which substantial amounts are produced by Canadian plants. These instances, as well as those of metal manufactures, apparel, machinery, paper, and chemicals, are outstanding examples of gaps existing between market demands and the production of local manufacturing industries. A continuance of this situation or a growing market unsatisfied by an increase in secondary production will result in the maintenance or expansion of the export opportunities for Canadian manufactured products.

The possibilities of furnishing Canadian raw or semi-manufactured materials for further treatment in New Zealand mills are necessarily limited. Canadian lumber mills have for many years supplied a part of the raw material required by New Zealand sash and door factories, while Canadian paper is generally used in the making of paper bags and Canadian paper board for

making up boxes and cartons. Iron and steel plates and sheets, iron piping and tubing, iron wire and other products of Canadian iron and steel mills are commonly used in local engineering works. Some two-thirds of the annual consumption of printing paper is of Canadian origin, piano actions of Canadian manufacture are used by the musical instrument makers, while automobile parts, various types of leather, chemicals, and machinery parts are annually purchased from Canadian factories for use in further manufacturing processes.

The New Zealand market for fully manufactured products exclusive of those goods or qualities produced in local factories as well as for the raw materials required by them offers an interesting scope for investigating new opportunities for Canadian exporters.

AUSTRALIAN FISH INDUSTRY

COMMERCIAL AGENT B. MILLIN

Sydney, December 15, 1927.—Australia possesses an abundant and varied fish fauna, which embraces both tropical and temperate varieties and includes destructive as well as valuable species. In its rivers and lakes both indigenous and imported varieties thrive and considerable progress has been made in acclimatizing trout in many parts of Australia.

Despite the abundance of edible fish, the progress of the fishing industry in Australia has been very slow, and marketing of the proved supplies has not been satisfactorily dealt with. The supplies available in the seaside towns and those immediately adjacent have improved very much of late years, but on account of the warmth of the climate in Australia generally, the question of transport any distance into the country towns is somewhat difficult and expensive and has not been seriously tackled. Seeing that the annual consumption of fish per head in Great Britain is stated to be 42 pounds, and that of Australia is estimated at 13 pounds per head, Australians cannot be said to be a fish-eating race, but possibly this may be largely accounted for by the plentiful supply and comparatively cheap price of fresh meat.

FISH IMPORTS

The overseas trade in fish imports, however, is increasing. Values for the last five years (ending June 30) are as follows: 1922, £1,129,281; 1923, £1,124,583; 1924, £1,488,549; 1925, £1,481,518; 1926, £1,547,662.

Tinned fish constitutes by far the largest proportion of the imports, most of it consisting of salmon from Canada, the United States, Norway, and the United Kingdom. Potted fish comes chiefly from the United Kingdom, while the South African Union supplied the largest proportion of the fresh fish in 1925-26, the bulk of the remainder coming from the United Kingdom and New Zealand.

The quantity of fish exported from Australia is trifling, amounting in value to only £7,606 for the year ended June 30, 1926. This was chiefly cured beche-de-mer (a dried slug from the sea), exported to China from Queensland.

On the recommendation of the Development and Migration Commission, the Commonwealth Government recently convened a conference to discuss the development of the fishing and allied industries of Australia. Representatives of all the States attended, and the question was exhaustively discussed and several committees were appointed to inquire into the various phases of the industry. It is probable that the activities of the commission will be directed towards a regular all-the-year-round domestic fish supply and more especially the organization of an inland trade. The resources of Northern Australia are also to be investigated with a view to building up a dried fish trade with the East.

FISH TRAWLING

In 1907 the Commonwealth Government decided to demonstrate what might be attained commercially by the application of modern methods in fishery. A Federal investigation steamer, the trawler *Endeavour*, was constructed specially for the work. Experimental cruises were undertaken, and it was shown that Australia possesses an asset of considerable value in her sea fisheries. After doing valuable investigation work for several years, the *Endeavour* was unfortunately lost at sea in (it is supposed) the neighbourhood of Macquarie Island, with all on board.

The New South Wales Government in 1915 established a trawling industry in New South Wales, and fishing operations were conducted with seven trawlers of the North Sea type. During the year ended June 30, 1922, the State trawlers landed 2,413 tons of fish valued at £101,337. Early in the year 1923 the Government discontinued trawling operations as the venture was a commercial failure, losses to the extent of £300,000 having been sustained while operations were in progress. The operations, however, revealed some rich trawling grounds which are now being exploited by private enterprise with the trawlers which were purchased from the Government at a very low price. The fleet has been added to, and there are now ten trawlers operating from Sydney on a very profitable basis. In 1919 State trawling was undertaken by the Government of Queensland, and although good areas were charted the scheme was abandoned as unprofitable.

The principal fish brought to the Sydney market by the trawlers is flat-head, some of which attain a weight of 20 pounds; the average is from 2 to 4 pounds. The supply of this fish seems to be inexhaustible, judging from the way the same grounds are trawled. It cannot be described as a first-class fish, but there is a ready demand and large quantities are sold all the year round at from 1s. to 1s. 3d. per pound for filleted fish. Large quantities of gurnard are also caught, but are of very little value.

FISHES OF THE EASTERN COAST

Of the fishes marketed, the following may be classed as the principal ones in demand, although it is recorded that there are over 500 different species.

The snapper (*Pagrosomus auratus*) is generally regarded as the choicest fish and always commands the highest price. It ranges up to 30 pounds in weight. It is usually caught by line on outside grounds on rocky bottoms and is rarely caught by the trawlers. Next in favour is the black bream. This fish inhabits the harbours, estuaries, and coastal lakes, and is one of the best sporting fish. The black-fish are very abundant, but have an inferior flavour owing to feeding on weedy matter.

The flathead (*Platycephalidæ*) undoubtedly claims the most important position among Australia's food fishes, being easily caught by the net in coastal waters and by trawlers at sea. Its flesh is white, firm and flaky, although a trifle dry. Mulletts are exceedingly abundant at all times, but congregate in enormous shoals from January to July and are caught by nets in the estuaries and on harbour beaches. It is a full-fleshed fish, but somewhat oily. Garfish form a very delicate and popular diet and are abundant at certain seasons.

Other fish that may be named are whiting (*Sillaginidæ*), Jewfish (*Sciaena Antarctica*), scarcely distinct from the maigre of Europe; sea pike, trevally, trumpeter, various sorts of rock cod, groper (which grows up to 700 and 800 pounds weight), soles and flounders (which are not very plentiful), and kingfish. Experts state that the Australian pilchard, which is to all intents and purposes identical with the sardine of commerce, travel up the coast in enormous shoals, and that a lucrative fishery awaits enterprise, experience, and resource.

FISH PRESERVING

To encourage the industry, the Commonwealth Government provided a bounty of one halfpenny per pound for preserved fish during the ten years 1907 to 1917. The payment, which amounted to only £3,005 during that period, or at the rate of £300 per annum, failed to develop the industry, and the bounty was not renewed. The only method now followed to any extent in Australia is that of smoking. Many Australian fishes are excellent when smoked, and the industry is an extensive one.

UTILIZATION OF SHARKS

Australian waters are inhabited with sharks of all descriptions, and works were recently established at Port Stephens, 80 miles from Sydney, for the purpose of utilizing shark products. The fins are sent to China, and the hide stripped in one piece and tanned is a valuable leather. The flesh is dehydrated for export to Malaya and Africa as food, while large quantities of oil are extracted from the livers. It is reported that a steam vessel has just left Great Britain and will operate in West Australian waters. It is stated that ten motor boats will be employed in shark catching by means of nets 200 yards long, made of linen hemp.

OYSTER CULTIVATION

The cultivation of oysters in New South Wales and Queensland is a lucrative industry, and by husbanding the natural crop, judicious transplanting, and careful cultivation, the output in recent years has been considerably increased.

WORLD'S LEATHER MARKET

TRADE COMMISSIONER FREDERIC HUDD

New York City, January 19, 1928.—At the opening of the 24th Annual Meeting of the National Boot and Shoe Manufacturers' Association, held in New York, Fraser M. Moffat, President of the Tanners' Council of America, said that during the past five years tanners have had to think more internationally than ever before, as the world's stocks of leather are now exhausted.

"We have equipped ourselves," said Mr. Moffat, "with machinery that gives us an international viewpoint, with information that is free from bias, and so far as we can tell, is accurate. Specifically, in the United States, you have used more cattle hides to care for your 9 per cent increased production of shoes over the previous five-year average. In sole leather, which is particularly vital because of the long time necessary to produce it, there is to-day practically no visible supply unsold."

Henry W. Cook of Syracuse, President of the association, noted business conditions during the past year as being adverse, in spite of which, he said 344,907,101 pairs of shoes were made as against 324,513,695 pairs in 1926, an increase of 6 per cent.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, December 31, 1927.—The month of December in Mexico is usually quiet from the commercial point of view, on account of the holiday season. The optimistic feeling which has developed during the past few weeks was reflected in a tendency to spend more money during the holidays, especially on articles of permanent value; but it is not probable that the total available supply of money for this purpose has increased.

With regard to manufacturing industries, the textile mills report decreased sales, in consequence of which stocks are accumulating to an undesirable

extent—in fact, one large mill alone is reported to have in stock a supply sufficient to provide the whole of the requirements of the country for nine months. The woollen industry is also accumulating stocks, but not to the same extent as the cotton mills. The boot and shoe industry, while in some cases working on a reduced scale, may be considered as comparatively prosperous, one large manufacturer reporting substantially increased sales during the year. There is slackness in the building trades, especially in the Federal District, and other industries report no material change in the situation.

Turning to the import trade, statistics have recently been made available of the foreign trade of Mexico during the the first six months of 1927. These indicate a decrease of 6 per cent in imports, and 13 per cent in exports, as compared with the corresponding period of the previous year, and therefore reflect very clearly the depression which existed during that period. The following are detailed figures:—

Imports (Cdn. c/cy):—	Jan.-June, 1926	Jan.-June, 1927
Live animals.	\$ 795,095	\$ 354,178
Food and drink.	18,438,504	12,161,366
Raw or semi-manufactured mat'ls	10,488,090	13,905,475
Manufactured products.	61,183,817	57,361,133
Gold and silver bullion.	1,965,172	3,553,266
	<hr/>	<hr/>
	\$ 92,870,678	\$ 87,335,418
Exports (Cdn. c/cy.):—		
Live animals.	390,236	1,323,136
Food and drink.	20,932,475	29,223,655
Raw or semi-manufactured products . .	135,928,644	113,022,430
Manufactured products.	430,592	1,249,164
Gold and silver bullion.	20,724,008	20,580,893
Sundries.	736,798	661,879
	<hr/>	<hr/>
	\$179,142,753	\$166,061,157

As will be seen, the principal decreases in imports are in "food and drink," which are accounted for by reduced imports of lard, wheat, corn and flour; under the heading of "manufactured products" there are also substantial decreases in medicines, textiles, iron and steel, tools, automobiles and musical instruments. The decline in exports is entirely accounted for by petroleum, which fell from a value of \$62,767,730 during the first six months of 1926 to \$36,085,197 during the same period of 1927. A further report on this subject will appear in the *Commercial Intelligence Journal* at an early date.

The situation in regard to petroleum legislation is generally considered to have improved during the month. The decision of the Supreme Court (referred to in previous reports) has been confirmed by Congress, the result being that rights acquired before the date of the 1917 Constitution are to be considered as permanent and not subject to the maximum time limit of fifty years as originally specified in the "enabling law." This decision is regarded as being a final settlement of the point in dispute, in which case it removes the chief difficulty with which the oil companies have had to contend in connection with the future development of the industry; its actual effect on production, however, can only be estimated after the lapse of a considerable period of time.

The production of petroleum during the first ten months of 1927 amounted to 54,471,125 barrels as compared with 80,561,062 barrels during the corresponding period the previous year.

Exchange on New York has varied between 48.40 and 48.65 (cents to the peso). Discount on silver improved during the month, opening on the 1st at 6.65 per cent and remaining more or less constant until the 20th, when it fell to 6.30 per cent and closed on the 30th at 5.25 per cent; a further improvement appears probable during the early days of the New Year.

VENEZUELA AS A MARKET

TRADE COMMISSIONER J. CORMACK

[This is the first of a series of reports based on a recent visit to the Republic.]

Havana, Cuba, December 27, 1927.—The Republic of the United States of Venezuela lies on the north coast of South America between Colombia on the west and British Guiana and Brazil on the east and south. The coastline is about 2,000 miles long, running along the Caribbean Sea, while the whole area is roughly 400,000 square miles. It is very sparsely populated, having only about seven inhabitants to the square mile, and the racial elements are completely intermixed, being mostly mestizo—i.e. mixed Spanish and Indian blood.

PHYSICAL FEATURES

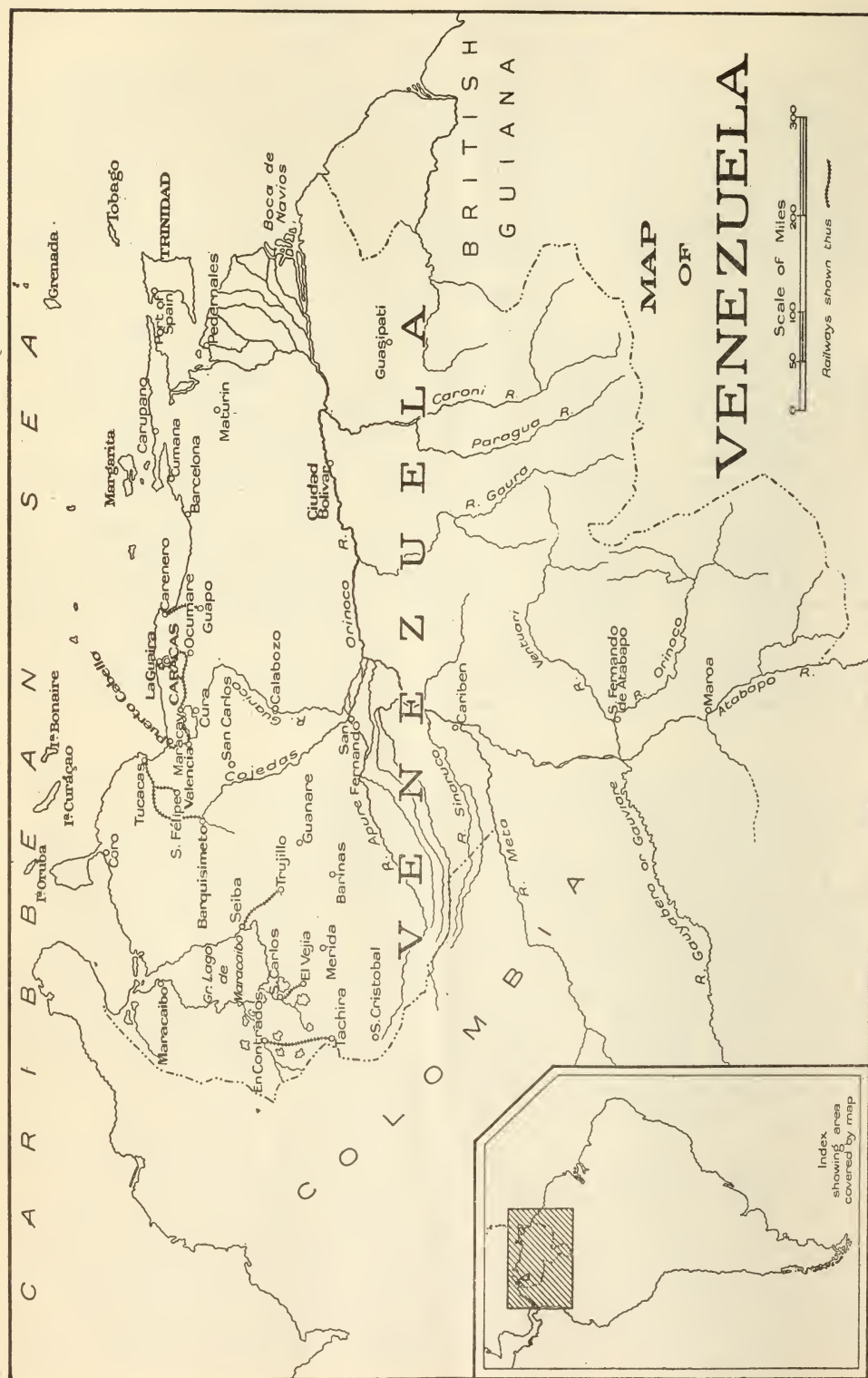
The Orinoco river and the northeastern range of the Andes play the most prominent part in dividing Colombia both physically and commercially. The Orinoco, running inland from the Atlantic Ocean for 1,600 miles, is helpful to trade because it is navigable for steamers of 1,500 tons as far inland as the city of Ciudad Bolivar, and beyond that for hundreds of miles for smaller craft. The Coast Range is a serious hindrance to both export and import trade, because it raises a precipitous barrier between the consuming and producing regions and the seaports on the Caribbean. Another important feature is the great basin of Lake Maracaibo, covering a region of about 28,000 square miles, and extending from the Gulf of Venezuela inland for approximately 135 miles. It is 60 miles wide at its widest point, is really a large shallow inland gulf connected with the Caribbean Sea by a wide 40-mile channel so shallow as to permit only vessels of 11 feet draft to pass, and so narrow at one point that two vessels cannot pass each other. The principal city of Maracaibo is thus prevented from being an ocean port of call, and retards the progress of one of the most prolific oil-producing basins of the world.

ECONOMIC DIVISIONS

Venezuela divides readily into four main economic divisions, whose centres are the cities of Caracas, Valencia, Maracaibo, and Ciudad Bolivar.

The Federal District.—This is the chief financial and commercial district surrounding Caracas, the capital city, and terminating at the coast, with the Republic's principal port, La Guira. There is only a distance of eight miles between these two cities, but they are divided by mountains which necessitate a line of twenty-four miles of winding railroad, and a parallel roadway somewhat longer, to connect the two. The railway is of 3-foot gauge, has a gradient of 4 per cent constant, is owned and operated by a British company, and is in course of being electrified. The roadway is one of the finest concrete pavements in the world, is government owned, and hand-swept. Motor trucks compete with the railway in the haulage of goods from La Guira. One-half of the exports and imports of the country pass through this port.

Valencia District.—Valencia, with a population of roughly 75,000, is the second city of Venezuela, is close to the important town of Maracay, the heart of the country's large dairying industry, and the commercial city of the surrounding fertile agricultural district. Its seaport is Puerto Cabello, which is also the outlet for the two cities of Barquisimeto and Coro, with their large export trade in coffee, cacao, hides, copper ore, and beef. Valencia is partly tributary to Caracas on account of capital and credits and the business system long established, as well as on account of the railway (Gran Ferrocarril de Venezuela) which connects these two towns. Valencia is connected with its seaport, Puerto Cabello, by a railroad (operated by a British company) which is second in importance in the Republic.



Maracaibo District.—The port of Maracaibo is commercially second only to La Guira. Coffee and oil constitute the main export trade of the district, while imports of machinery, supplies and foodstuffs make up the bulk of incoming cargoes. The direct trade is all with the United States and with the Dutch Island of Curacao. No European ships go to Maracaibo; their cargoes are transhipped at Curacao, while only two lines, operating small ships from New York, are engaged in the direct American trade. Numerous oil tankers, however, proceed daily to and from Maracaibo and district.

Last year a presidential decree was issued sanctioning the erection by the Venezuelan Government, or their nominees, of a deep water port, for the Maracaibo district, on the Paraguana Peninsula. This would do away with the trade to and from Curacao and most of the refining there. It would also cheapen Venezuela crude oil and (with the erection of refineries) refined oil for the world markets.

Orinoco District.—This is an immense district, the extent of its territory covering more than half the area of Venezuela, but it is the least developed. The chief resources of this region are forest products, cattle, and gold from the famous El Callas district, which, with the present narrow-gauge railway under construction to the coast, should make that region even more famous next year. There is no railway in the district now, all communications being by river. The chief port is Ciudad Bolivar, a town of roughly 30,000 people, situated about 240 miles up the Orinoco river. Most of the merchants are European. Much of the business for this district is transacted in Trinidad, Port of Spain being also the port of transhipment on account of its better steamship facilities.

TRADE AND MANUFACTURES

The value of the total trade of Venezuela for the year ended July 1, 1926—the latest date available—was \$137,675,632: imports, \$65,072,763; and exports, \$72,602,869.

Manufacturing is not yet highly developed in Venezuela, although it is on the increase. Nearly \$100,000,000 is said to be invested in industrial enterprises. Most of the local industries are highly protected. Among the chief of these are:—

Dairy Produce.—At Maracay, where President Gomez has his palace, there has been built up by him an excellent modern dairy plant which supplies Caracas, La Guira, Valencia, and the surrounding district with butter, cream, cheese, and milk. As the bulk of the consuming population is resident there, the opportunities for exporters are very small. Over 300,000 pounds of butter are turned out per year, some being tinned for shipment. Condensed milk is also made and canned at Maracay.

Footwear and Leather.—This has long been one of the most successful of local industries, and very good boots, shoes, and native "Alpargatas" are supplied at a reasonable price by many factories. Some important lines of quality footwear were seen. Because of the high duty, few rubber-soled or canvas-topped footwear are worn or imported. There are several tanneries producing excellent leather from cattle hides and goat and sheep skins.

Paper.—There are two paper factories in operation supplying a good deal of the local requirements of wrapping and other paper. They import their own pulp, but their output is limited except for wrapping paper, which is turned out at the rate of about 15 tons per day.

Breweries.—Beer of a good quality and quite inexpensive is produced by three local breweries—one at Caracas, one at La Guira, and one at Maracaibo.

Cotton.—As the consumption of cotton goods is very large, there are many local factories producing the rougher cloths worn by the lower classes. They supply at least half of the total demand. These factories are also producing

in increasing extent some of the finer weaves, but there is still a good import market for imported cotton piece goods, underwear, hosiery, etc.

Other Industries.—Tobacco, cigars, cigarettes, toilet soaps, laundry soaps, table glassware, crockery, chocolate, candies, cordage, matches—(a Government monopoly operated by a British corporation, the National Match Factory)—cement, and electric light and power, are among the other prominent industries competing with imported products. Furniture shops in the cities and large towns manufacture local hardwoods and cedar into every kind of domestic furniture in a reasonably efficient way. Many articles such as salt, matches, shoes, laundry soap, butter substitutes, coconut oil, and ready-made clothing are either forbidden entry into the country or so heavily taxed as to be impossible of entry. Labour is untrained and inefficient, and, since the oil boom, expensive and difficult to handle.

OIL DEVELOPMENTS

In 1920 Venezuela ranked fifteenth among the twenty-five oil-producing countries of the world. In 1926 she was fourth, following the United States, Mexico, and Russia. Venezuela can produce more than 200,000 barrels of refined crude oil per day from her 10,000,000-acre oilfield at Maracaibo. British companies control over 60 per cent of the output; the refinery of the Anglo-Dutch Shell interests in Curacao has a daily capacity of 70,000 barrels. Pioneering work (mostly American) is now going on on the west side of the Maracaibo basin, and much experimental drilling is taking place. There has been, however, a considerable cutting down of the technical staffs during the last year, and a general slowing up of buying and development consequent on the present world over-production. Production for the half-year ended June 30, 1927, was only a little over 27,000,000 barrels for the whole field.

AGRICULTURE

After Brazil and Colombia, Venezuela ranks next as a producer of good coffee. Most of the exports of coffee come from Maracaibo district, which in addition to its production draws on Eastern Colombia for some which is easier to ship that way, but it is also grown in several other districts where there are the requisite elevated lands of from 500 to 2,000 metres. In 1920 coffee and cocoa constituted three-fourths of the exports of the Republic, but the development of the oilfields has entirely changed the relative positions. Nevertheless, coffee is still the commercial barometer of Venezuela and reflects more strongly upon the buying power of the people than any other single commodity produced. All the money represented by it remains in Venezuela and circulates among the growers and labourers on whom the merchants (especially in Maracaibo) largely depend for their trade, since the oil companies mostly maintain their own stores and do their own importing. Buying too by merchants is brisk or otherwise, in anticipation of the coffee crop and the expectancy of good prices for it in foreign markets. During the past two coffee seasons the crop and the returns have been poor, consequently buying is limited, credit unobtainable, and business very depressed at the present time in that area. Venezuela is not a one-crop country like Colombia and Cuba, and in addition to coffee exports about \$5,000,000 worth of cocoa, and produces for export gold, petroleum, pearls, balata, tonka beans, plumes, cattle, fibre, tanning materials, hides, tobacco, copper, sugar, rice, corn, timber, and quite a considerable diversity of resources which give her an economic buoyancy which makes the market interesting and profitable on the whole. In purely agricultural pursuits it is estimated that 20 per cent of the people are engaged, but that number does not seem to be sufficient to develop the country's great resources. Immigration is slow, and not sufficiently encouraged to increase the agricultural population, while the tardy introduction of modern methods and machinery handicap what might otherwise be a very wealthy agricultural country. The soil and climate are good and varied, being capable of growing from wheat and potatoes to bananas and plantains, according to the different locations and altitudes.

MATCH FACTORY MATERIALS FOR VENEZUELA

Mr. James Cormack, the Canadian Trade Commissioner at Havana, Cuba, advises that a large match factory in Venezuela, a British corporation, wishes to obtain supplies of match-making materials in Canada.

Among the commodities mentioned, with the amounts purchased annually, are the following:—

Splints (Aspen).—Size, 45 by 2.4 by 2.4 mm.; in cases of 1,100,000 (reputed as 1,000,000, being 10 per cent extra allowed for wastage); 1,800 to 2,000 cases per year.

Cardboard in Rolls.—27 inches wide, caliper .021 inch; and also cut in sheets 125 cm. by 71 cm., caliper 0.026 inch; 100 to 200 tons per annum. Samples of cardboard and paper on file.

Glue Cake.—Best quality white, 5 to 10 tons.

Gum Arabic.—5 to 10 tons.

Blue Box Paper.—In reels, 40 to 50 tons.

Paraffin Wax.—25 tons.

Phosphorous Amorphous.—2 to 3 tons.

Potassium Chlorate.—20 to 25 tons.

Stearine.—Triple pressed, 6 to 10 tons.

Sulphur.—2 to 3 tons.

Wrapping Paper.—In discs, 46 mm. and 48 mm.

Canadian exporters who would be interested in quoting on contracts for these supplies can obtain samples of the cardboard and blue box paper, as well as other details, if application is made to the Department of Trade and Commerce, Ottawa (quoting file No. 27803).

TRADING WITH COLOMBIA

TRADE COMMISSIONER J. CORMACK

[The first of this series of reports was published in No. 1249.]

Notes on Imports

FOODSTUFFS

Apples.—Apples are supplied to Colombia by the United States, but the trade is not large, and is confined to barrel shipments. The main difficulties in trying to increase sales are the rapid deterioration on account of the climate, and the high price. There were none in the market when the writer was in Barranquilla in September, but he was informed that they retailed around 40 cents per pound, never less than 20 cents.

Butter.—The importation of butter is relatively small, averaging yearly about 5,000 pounds, and the consumption is largely confined to foreigners and better-class natives. The United States has about 80 per cent of the trade; Denmark the remainder. Most of the local butter is quite good and is sold fresh for around 50 cents per pound, but one factory is turning out tinned butter as well. The one-pound can is most popular, and is usually shipped in cases of 50 and 100 cans.

Beer.—There are fifteen breweries in Colombia, requiring supplies of hops to the value of \$8,000 per annum. They produce a good beer acceptable to the Colombian taste, and only intensive advertising, competitive price, and good quality would enable a Canadian beer to obtain a foothold.

Confectionery.—Boiled hard candies and sweets are largely consumed. Some is made in the country. The average price runs about 10 cents per pound f.o.b. New York. The packing is mostly in 5-pound square tins. Some tinned

candies also come from the United Kingdom in more expensive qualities. The market for chocolate sweets (which must be wrapped in tinfoil) is seasonal, lasting from September to Christmas, and is confined largely to gift boxes. The size and appearance of the box therefore count for more than the contents. Nearly every town has its chocolate factory, and it is difficult to sell imported bar chocolate. There is a good demand for 5-cent packages of such sweetmeats as "Life Savers".

Eggs.—In September eggs were retailing in the Atlantic coast towns at 8 cents apiece, despite the fact that in the interior there were plenty and that only ocean freight rates were incurred.

Flour.—Corn meal was at one time a serious competitor of wheat flour with the native trade in Colombia, but it is not so now. Formerly flour sold only in the cities, but now the sale is all over the country. Very little Canadian flour was seen, but many of the importers were of the opinion that considerable flour imported from the United States was milled from Canadian wheat. The Pillsbury and Washburn-Crosby companies appear to do most of the business. The popular "Gold Medal" brand of the latter company was selling at \$5.70 c.i.f. Puerto Colombia per sack towards the end of September; 60 to 90 days' credit was allowed. Packing should be in sacks of five bags of 25 pounds each. The market is one that should interest Canadian flour exporters, as a recent tariff reduction has stimulated its importation as against wheat and locally milled flour. The only flour mill in Cartagena has recently closed down as a protest against the reduction of the duty; that city was particularly interested in flour. An intensely white flour is preferred in this country.

Hams and Bacon.—There is a fair market for imported hams, which are largely from the United States. In order to sell they must be packed in sealed tight covers to avoid shrinkage, and be heavily smoked. There is little sale for bacon.

Lard.—This year the Government reduced the duty on animal lard from 8 cents to 5 cents per kilogramme. This does not apply to lard compound which pays 10 cents duty, and is therefore difficult to sell. The normal imports of lard are about 7,000,000 pounds per annum, while approximately only about 2,000 pounds of compound are imported. The big market is at the coast, the interior being supplied from three American packers with local branches who do nearly all the business. Lard is sold in 5-gallon cans, two to a case. The price of pure liquid lard early in October was \$15.12½ per 100 pound f.o.b. New York. There is a fair sale of linseed oil in Colombia.

Milk.—There are large numbers of cattle in Colombia, and milk is fairly plentiful, although unsanitary conditions and handling make it unsafe for children, and inadvisable even for adults unless boiled. Milk to the value of about \$100,000 per annum is imported, the ratio of condensed being roughly as two is to one of dried milks. The big trade is for use as infants' food. The best sellers are "Phosphatine" (French) in one-pound tins, retailing at 60 cents; "Leche Dryco" (United States), tins of 340 grams retailing at \$1; "Horlick's Malted Milk" in 7-ounce tins retailing at 80 cents; and "Glaxo", in tins of 316 grams retailing at \$1.30. All packages and tins of infants' food must contain not more than 11 ounces and must be labelled in Spanish, with date of packing, and the last date on which the contents will be good for food, or a statement that it will keep wholesome indefinitely.

Condensed milk that may be employed as food for children must comply with the following conditions:—

- (1) That it contain a proportion of fat not less than 9 per cent.
- (2) That it does not contain antiseptics or other foreign substances, except sugar, that may be used for its conservation.
- (3) If the milk does not contain sugar it should be sterilized in its container (tin), which should be stated on the label or certificate.

Condensed milk must be contained in soldered tins bearing a label or mark in Spanish, on which is stated that the milk has not been skimmed (cream removed), the proportion of fat it contains, the date on which it was packed, and the maximum time in which it can be utilized in good condition.

Condensed milk, skimmed, must be canned in the same way and bear label or mark stating in clear letters that it is deprived of fat, in whole or in part, and cannot be employed as food for children without a medical prescription. Skimmed milk given for consumption without this requisite will be confiscated.

Powdered milk must be brought in soldered tins and with a label in Spanish on which is indicated whether it is skimmed or not (cream removed), and in this case the quantity of fat it contains. On that which is skimmed it must be stated that it cannot be employed as food for children without a medical prescription. If given for consumption without these requisites, it will be confiscated. For the skimmed milk as well as that which is not skimmed, it must be stated also the date on which it was packed, and the maximum time in which it can be used in good condition.

Consuls of Colombia abroad will not visé any invoice of converted milks unless these are accompanied by a certificate in which it is stated that conditions have been fulfilled in conformity with the dispositions for the preparation and consumption of food products demanded in the respective country of origin.

Products which do not in all respects conform to this decree will be confiscated in the Customs and advice of this will be given to the Director of National Hygiene and Public Service.

Fish.—On the whole, Colombians are not fish eaters except during Lent, and, as they catch plenty of fish on the coasts, and consume little or none in the interior, the value of the import is small. Codfish is too dear to import. Sardines are in some demand, as is canned salmon, but exporters are advised to build up their trade slowly and solidly.

Potatoes.—The United Fruit Company bring weekly shipments of potatoes to Barranquilla and Cartagena, and it is cheaper to import them than to pay the freight from the higher regions of Colombia, where oftentimes they are a glut on the market. Schooner loads from the Maritime Provinces would be quite impracticable for Colombia. Cool storage accommodation would be necessary for the development of such a trade.

Sugar.—Very little imported sugar was seen in Colombia. Some confectioners' "A" quality is imported for candy factories. At Cartagena a current price at the beginning of October was \$4.95 c.i.f. sixty days per 100 pounds in barrels of about 350 pounds. This pack is preferred on account of the sugar readily absorbing moisture at the coast, which is very humid.

Wheat.—The Canadian exports of wheat to Colombia will probably lessen in future, and the imports of flour enlarge. Normally about 150,000 bushels of Canadian wheat go to Colombia, which is reported to have a general average yearly import of about 500,000 bushels. The milling industry is a fairly large one, and is economically sound in the districts where wheat and grain are grown.

MISCELLANEOUS IMPORTS

Box Shooks.—The only large demand in Colombia for shooks originates with the Tropical Oil Company in Cartagena. This company is known in Canada as the International Petroleum Company, 56 Church street, Toronto, from whom specifications and other data may be obtained.

Cement.—Despite the fact that there are large deposits of cement material in the Santa Marta district, and several domestic factories, Colombia is a large importer of cement, nearly all for use by the Public Works Department. For Government purposes imports are brought in in wooden barrels of 126 pounds net weight, with waterproof paper lining.

Calcium Carbide.—The majority of Colombian cities now have their own electric lighting systems. Water-power is being developed throughout the country. The demand for calcium carbide is relatively small and lessening, the use being largely confined to cycle and farm house lighting.

Drugs and Chemicals.—Carbonate of soda is in demand for druggists and textile factories. The price was recently around \$10.10 per cwt. laid down in Bogota. Bicarbonate of soda for soda water factories, of which there are over forty in Colombia, is in much greater demand. It costs about \$11 per cwt. For use in the thirty soap factories a great deal of soda ash, caustic soda, chlorine, and silicate of soda is imported. Sulphuric, hydrochloric, and nitric are the acids mostly used. The first has a ten-to-one sale lead over the others, and is shipped in bottles of 175 pounds net in boxes. The price was $3\frac{1}{4}$ cents per pound plus \$5.50 for the bottle f.o.b. United States ports. The second is similar, except that the bottle contains only 115 pounds, while the nitric price was $7\frac{1}{4}$ cents with a bottle containing from 132 to 135 pounds. In September last German firms were offering a concession of one-third of the ordinary freight rates in order to induce trade. Normally acids are subject to double freight rates. Austrian merchants were then offering acetic acid at about 19 cents c.i.f. Puerto Colombia. There is a big market for drugs and pharmaceutical preparations of all kinds, but these must be well advertised. American drug houses give long credit, never less than sixty days' sight and up to 180 days.

New regulations are being enforced regarding the sale of pharmaceutical preparations in Colombia. On domestic manufactures the decree will become effective at the end of this year, and on imported preparations as from July 1, 1928. Under the new decree each preparation, whether foreign or domestic, must bear the manufacturer's mark or label printed in Spanish, giving the licence number (to be obtained only from the Pharmaceutical Commission), the ingredients of the preparations, and an indication showing whether they may be used freely or only according to medical prescription. It is forbidden to describe any preparation as infallible in the treatment of disease or as the only efficacious remedy in existence. Before any pharmaceutical preparation can be sold, a chemical analysis must have been made and a certificate granted by the Comision de Especialidades Farmaceuticas. Two samples of each preparation must be submitted for the analysis. The cost amounts to about \$100 for each item, and the procedure is usually carried out for overseas firms by special lawyers in Bogota.

Textiles.—These constitute the largest item of import, and also one of the largest manufacturing industries in the country. Cheap cotton print and drill goods in 20-yard lengths are most in demand; the trade is largely in the hands of the United States and the United Kingdom. There is some demand for tropical suitings, duck and shirtings, and also for medium-grade muslins, gingham, cashmeres, sheetings, and the like. The demand for silk and artificial silk goods, both in the piece and in hosiery, is rapidly increasing, but is handicapped by the tariff, which makes them expensive. Last year Great Britain alone shipped over 2,000,000 square yards of artificial silk mixtures to Colombia.

Automobiles.—Canada has a fair trade in motor cars, valued at half a million dollars per year, or roughly one-sixth of the total. There are 16,000 motor vehicles registered in the country, and there would seem to be a good future for cars, especially in view of the projected highway development. There are only 2,000 kilometres of motor roads. Motor buses to the number of 300 ply for hire in the cities, and there are about 100 motor cycles registered. Ten years ago Ford and Dodge were the only overseas agencies in Colombia; now there are nearly forty.

Agricultural Machinery and Tools.—The demand for the various types of agricultural machinery in use is relatively small, but the scope is large. The extensive public works development program that is now being undertaken has attracted much of the manual labour from the fields, and farmers are now more interested in labour-saving tools and machines than they were a year ago. Wheat is grown in the mountainous regions, and threshing and other machines are saleable there. There is a big sale for hard corn-grinding mills with a single cutter, the market consuming about 20,000 per annum. The American-made "Corona" is perhaps the best known and costs about \$21 per dozen f.o.b. ports. The trade is worth about \$60,000 per year; mills are restricted in

weight to 10 kg. on account of duties. A German mill was offering strong competition this year by reason of its cheap price. Machetes, axes, hoes, shovels and cultivators, small cane mills, coffee hullers and feed choppers are saleable in from large to medium quantities. Ploughs and axe handles are all of domestic make.

Boats.—The big demand is for river boats; Germany is the principal supplier. These have a 3-foot draft, with stern paddles, and spoon bows to negotiate the sand banks. Some small schooners and a few boats are built at the seaports. Some ten motor boats are imported each year, mostly for Government use. There are no yacht clubs and practically no pleasure boats in the country.

Footwear and Leather.—Leather is one of the domestic industries which has been successful; there are plenty of hides and good tanning material in the country. The factories are turning out good fine leather, so that imports are lessening. The same progress is being made in shoemaking; nearly all the foreign residents say that they can get a satisfactory medium-priced shoe of domestic make. The high tariff in combination with the trying climate has restricted the sale of rubber-soled shoes. The inhabitants do not go in much for athletic sports, which might necessitate the wearing of rubber-soled shoes.

Furniture.—The market for imported furniture is limited by transportation costs, by the ravages of wood insect borers, and by domestic competition. Reed and rattan furniture, which is cheap and light, is imported from Central Europe and transported inland. The rounded bentwood Vienna rocker is seen everywhere. On the coast some American cheap furniture is sold, mostly cane-bottomed chairs. Many white enamel tubular beds, some with brass ornamentation, were seen in stock, a good number being of the well-known Simmons make. Domestic carpenters and factories can turn out a good 16-piece mahogany suite for \$400, and these supply most of the trade. Steel office furniture is in fair demand, but finds strong competition from similar goods in mahogany. This is especially true in the interior, where high freights add to the large initial costs of imported supplies.

Glass.—The big market for glass bottles is for use of the breweries and aerated water factories. Supplies are coming from Austria and Czechoslovakia at the very cheap price of from \$4.50 to \$5 per gross c.i.f. There is also a big demand for crown corks. The window glass is shipped packed 100 pieces to a wooden box, sizes up to 27 by 35 inches. Each piece has a cheap paper sheet on both sides, the 100's being divided into 25's wrapped in heavy paper tightly tied, and each 25 again wrapped in straw and tied. The whole fits tightly into the box, which is heavily cleated.

Hardware and Tools.—Most of the tools come from the United States. There is a specially good selection of aluminumware, and much cheap enamelware from Sweden. Nails are largely Belgian, while scissors, knives and cutlery are from Germany, as well as several other small cheap lines of hardware. Electrical domestic utensils come largely from the United States, fancy glass fittings are best and cheapest from Central Europe. Earthenware and enamelled water filters are in good demand. Shoemaker's hardware sells well. Sanitary fittings, piping, valves, bolts, nuts, galvanized sheeting, paint and cleaning brushes, ice cream freezers, and refrigerators, are all readily saleable in the cities.

Iron and Steel.—There is a big market for bar iron of all sorts, especially round bar iron for forges and for reinforcing, in sizes from $\frac{1}{4}$ to 1 inch. The price is around \$35 c.i.f. from the United Kingdom and Belgium. The market for corrugated iron sheets is also large. Bridge materials of all kinds are in demand. The advertisement for Government Tender No. 9, published some time

ago, called for the construction of fifty-seven bridges. Locomotives 4-8-0 with tender weighing about 85 tons, and with a traction force of about 27,500 pounds, are being used. For these the Belgians were quoting cheap prices: £4,000 to £5,000 each c.i.f. Puerto Colombia. They are carried on ships and landed set up ready to go on rails. Wooden box cars with steel underframes are mostly used. They are of 25 tons capacity, about 11-ton tare, with forged steel, not cast iron wheels, which do not suit the country. There are only five mills of standard gauge (at Barranquilla) in Colombia. Generally speaking, the gauge of railways on the western side of the Magdalena is 3 feet; on the eastern side 1 metre (3 feet 3 $\frac{3}{8}$ inches). For Government structural work, there is a demand for 25-50 feet beams of various weights, "I" beams being used for uprights.

Machinery.—There is a good market for compressors and machinery for road making, textile mills, coffee grinding, sugar making, flour milling, and woodworking. In the case of electrical machinery it is essential to have an agent with special knowledge. The Government and the municipalities are the only purchasers and their requirements are filled mostly by means of advertised specifications and tenders, of which prompt (if not advance) information is absolutely necessary to enable overseas firms to have a chance of securing business. The General Electric Company have their own offices in Colombia and control most of the business. All the street cars in Bogota were supplied by them; the last forty were single control cars. Two hydro-electric power plants (La Compañía St. Pierre and La Compañía Nacional) supply light and power to Bogota and district, while the tramways have their own power station. The municipality have taken over these two companies and the tramways are also to be merged in it. Power is 60 cycle 3 phase, for motors 260 volts and for lighting 110 volts. Both power and light are reasonably cheap. In time there will be a good demand for electrical appliances and fittings. The market buys on price with six months' credit. Germany has been practically the only competitor of the United States. In Cartagena current for lighting is 220 volts, while for power it is 380, 3 phase, and all 50 cycle. In Barranquilla the power plant owned by the influential Obregon family was sold out recently to an American concern. There is normally a big market for rails; but Belgian firms were quoting \$17.30 per ton, and shutting out all competitors. Road-making machinery of all kinds, such as crushers, mixers, tractors, etc., are sold to a considerable extent in Colombia. Much of the paving and of the building in the cities is concrete.

Lumber.—There is a vast amount of merchantable lumber in Colombia, mostly mahogany, cedar and native hardwoods. The market for imported lumber is therefore relatively small—about 2,000,000 feet per annum—and nearly all for southern yellow pine. Insects and the tropical climate are constant menaces to imported lumber and wood products. There is much building going on at the coast, where naturally imported lumber is best and cheapest, while native lumber is dearest, but very little importing is done in Barranquilla or Cartagena. In the latter city the biggest lumber importing firm in Colombia are located. They charter steamers and bring down cargoes of yellow pine. It is said to cost about \$15 to land, and is never retailed at less than \$120 per M.

Paper.—Paper in many forms is normally imported into Colombia. News-print from Vancouver was recently selling direct for the first time, and appearances pointed to the fact that the trade would grow, for the price was right, and the quality good. Bond and other paper trade might readily be worked up, provided a good agent were secured. A Montreal firm has made a beginning, but their prices are high in most lines as compared with those from the United States. Quality is a factor which counts but little. A large firm in

Barranquilla are interested in buying Canadian wrapping paper, if exporters could compete with the German price of \$5.50 c.i.f. Puerto Colombia for 10 reams of 50 kg. packed flat.

Musical Instruments.—There is a good market for player pianos; for the large Victrola style of gramophone; and for records in tango and "jazz" time. Many American phonograph companies have their own branch offices in the republic. Guitars and similar stringed instruments are popular with the masses and are well made locally. Pianos and mouth organs are nearly all German.

Paints.—There is a good trade in paints. The Government (for the railways) is a large buyer and uses two kinds, one for tropical and the other for the cold regions. Standard colours are green for engines and red for coaches. The best class of paints costs about \$2.50 per gallon f.o.b.; \$1.14 is paid for rough paint for under carriages. An American firm were the suppliers. The Government prefers a c.i.f. price and will usually pay cash against documents in New York. Quotations in short tons and "small" measurements make the best impression on buyers. There is very little domestic competition. The paint factory in Barranquilla is not very successful. The most popular paint for ordinary uses comes ready mixed, in 1-, 2-, and 5-pound tins. A considerable trade is done in small tins of enamels and varnishes of the "Sapolin" brand. The English paint trade is largely in the paste, white and red lead, and white zinc, especially the latter. All come in 25-pound sheet iron containers, except the red lead which is in powder form in small kegs.

Wire.—There is a good market for barbed wire coming mostly from Belgium. Plain wire fencing is also imported. Both wires should be of the cheapest kind. Belgian barbed wire costs \$3.50 c.i.f. for 100 pounds, while plain wire costs \$4.80. There is some demand for ornamental fencing, and fence posts in iron from the United States, but little or no trade in mosquito netting. Plain wire comes in small rolls of one pound, tied up in 100-pound rolls and protected by burlap.

THE LIRA STABILIZED

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, January 5, 1928.—The year closed with the lira stabilized at 19 to the dollar. The end of the inconvertible paper currency régime may justly be described as an historic event in the annals of Italian finance. It was in 1894, thirty-three years ago, that a decree relieved the Bank of Italy from the obligation of paying its notes in gold. Henceforth they will be exchangeable on demand for gold.

The Bank of Italy, the sole bank of issue since 1926, is now authorized to reckon its reserves in gold and equivalent securities in Italian lire on the basis of 7.919 grammes of pure gold for each 100 lire. The increment resulting from the difference between the estimated value of the said reserves prior to stabilization and that now assigned them is placed to the credit of the Treasury, which will thus settle its debt to the Bank of Italy for all the outstanding notes issued on its behalf, amounting to 4,227,148,000 lire. The amount thus made available consists of: (a) the difference between the value assigned to the reserves of the Banks of Naples and Sicily when they were transferred to the Bank of Italy and their present value (373,000,000 lire); (b) the difference between the value assigned in September, 1926, to the 90 million dollars of the Morgan loan on their transfer to the Bank of Italy and their present value (790,000,000 lire); (c) the difference between the purchase price of the foreign currencies bought by the Treasury direct, or through the agency of the National Exchange Institute, and its present value.

By this operation the situation both of the Treasury and of the Bank of Italy is simplified and strengthened. The Bank's note circulation and debts on sight now have a gold cover of 57 per cent, and if the value of its capital resources is taken into account, of over 100 per cent.

On December 15, the note circulation of the Bank of Italy amounted approximately to 17,500,000,000 lire as against reserves valued at the new parity at 10,640,000,000. When to this is added the sum which the Exchange Institute will pay over to the reserves of the Bank (3,130,000,000 lire) and the foreign bills held by the Bank (344,000,000 lire) a total of 14,114,000,000 is obtained which affords a cover of approximately 80 per cent to the note circulation of the Bank of Italy. The arrangements entered into with the Federal Reserve and the Bank of England, and with a group of American and British banks headed by Morgan, place a further credit of 2,375,000,000 lire at the service of the Bank of Italy in case of need, affording in all a cover of over 94 per cent available for the defence of the lira.

The local papers and business men see in the stabilization of the lira a factor which will clarify the financial situation of business enterprises, and by affording security will encourage the investment of savings in industrial companies. This measure will undoubtedly have also a very beneficial effect on foreign trade, as it will considerably increase the confidence of foreign business men in dealing with Italy. And as another consequence, adjustment of cost prices on a true and more stable basis will be rendered possible.

COMMERCIAL TRAVELLERS' SAMPLES ENTERING IRISH FREE STATE

Mr. F. W. Fraser, Trade Commissioner in Dublin, has forwarded information, respecting regulations in the Irish Free State, governing the admission of dutiable commercial travellers' samples. Firms interested in these regulations may obtain further information on application to the Department of Trade and Commerce, Ottawa.

PREFERENTIAL TARIFFS OF THE BRITISH EMPIRE*

IV. New Zealand

During the eighteen months comprising the whole of the year 1926 and the first half of the year 1927, 68.3 per cent of the imports into New Zealand was of British origin. Of this proportion a compilation made for the year 1926 showed that 72 per cent was favoured by tariff preference, the remaining 28 per cent being either of a class free of duty from all countries or subject to the same rate of duty as non-British goods. Under the tariff in force during this period the amount of preference was generally 10 per cent or 15 per cent ad valorem, although there were some notable examples where the margin of preference was either higher or lower. The full British preferential tariff schedule is accorded to Canadian products.

A measure revising the New Zealand tariff was introduced on September 13, 1927, became operative immediately, and was finally passed on October 25, 1927.

Appended is a list of commodities which form a large part of Canada's exports to New Zealand with rates of duty quoted from the new tariff measure. In addition to the ordinary tariff, there has been in force in New Zealand for several years a primage duty of 1 per cent ad valorem.

* The earlier articles of this series were: Great Britain and Northern Ireland, and the Irish Free State, in No. 1241 (November 12, 1927); British West Indies, Bermuda, British Guiana, and British Honduras, in No. 1242 (November 19, 1927); and British South Africa, in No. 1245 (December 10, 1927).

	British Preferential Tariff	General Tariff
Motor vehicles, passenger.. . . . .ad val.	20% plus 5% on value over £200.	50% plus 7½% on value over £200.
Motor vehicles, other than passenger.. . . . .ad val.	10%	35%
Rubber tires and inner tubes for automobiles.. . . . .ad val.	10%	35%
Rubber tires for bicycles, and inner tubes up to 1½ inches diameter.. . . . .ad val.	Free	20%
Leather belts (not apparel) and leather belting; leather unspecified in the tariff.. . . . .ad val. or if higher per lb.	15% 3d.	25% 3d.
Belting, unspecified, other than rope or cordage.. . . . .ad val.	Free	20%
Boots, shoes, etc., children's sizes 0-9.. . . . .ad val.	Free	20%
Boots and shoes, goloshes, overshoes, footwear, unspeci- fied.. . . . .ad val.	25%	45%
Gum boots, half knee, etc.. . . . .ad val.	Free	20%
Apparel and ready-made clothing, with some exceptions; hosiery.. . . . .ad val.	25%	45%
Wrapping-paper, printed or unprinted, in sheets <i>not less</i> than 20 by 15 inches or the equivalent, or in rolls <i>not less</i> than 10 inches wide, of substance not lighter in weight than ¼ ounce per sheet of 20 by 15 inches or the equivalent.. . . . .per cwt.	6s. 6d.	10s. 6d.
Foregoing of lighter substance.. . . . .per cwt. or if higher.. . . . .ad val.	6s. 6d. 20%	10s. 6d. 50%
Wrapping-paper, printed or unprinted, in sheets <i>less</i> than 20 by 15 inches or the equivalent, or in rolls <i>less</i> than 10 inches wide (except such rolls specially suited for industrial or similar purposes in such widths not exceed- ing 2 inches, as the Minister may determine).. . . . .ad val.	25%	55%
Paper unspecified (includes printing) in sheets <i>less</i> than 20 by 15 inches or the equivalent.. . . . .ad val.	20%	40%
Same paper in <i>larger</i> sheets.. . . . .ad val.	Free	Free
Same paper in rolls <i>less</i> than 10 inches wide except such rolls specially suited for industrial or similar purposes in such widths not exceeding 2 inches, as the Minister may determine.. . . . .ad val.	20%	40%
Same paper in rolls not elsewhere provided for in the tariff.. . . . .ad val.	Free	20%
Account books, invoice forms, and various other kinds of stationery, as defined in the tariff.. . . . .ad val.	25%	45%
Iron, galvanized or plain black, viz.: angle, tee, bar, bolt, channel, rod, and rolled girders; iron girders expanded, but otherwise unworked.. . . . .ad val.	Free	20%
Wire, metal, plain, n.e.i.; barbed fencing-wire; wire cut to lengths looped, twisted, or plain, suited for baling and similar purposes.. . . . .ad val.	Free	10%
Metal cordage, not being gold or silver.. . . . .ad val.	Free	20%
Iron pipes, bends, etc.. . . . .ad val.	Free or 20%	20% or 40%
Certain pipe fittings of brass or other copper alloy or cast iron.. . . . .ad val.	20%	40%
Rails for railways or tramways, including lay-outs, points, and crossings, for the same; rail-fastenings, viz., fish- plates, creep-clips, tie-irons, bearing-brackets, bed-plates, cast-iron chocks, and bored iron bars.. . . . .ad val.	Free	20%
Traction engines and tractors; portable steam engines on wheels, with boilers of locomotive type; road-rollers, self- propelled.. . . . .ad val.	Free	10%
Weighing machines, scales, and balances, unspecified in the tariff.. . . . .ad val.	20%	40%
Windmills.. . . . .ad val.	20%	40%
Cultivators, harrows, ploughs, drills.. . . . .ad val.	10%	35%
Incubators for poultry raising.. . . . .ad val.	20%	40%
Ploughs, cultivators and seed-drills, handworked, and agri- cultural implements unspecified in tariff.. . . . .ad val.	Free	Free
Axes, hatchets, spades, shovels, forks, picks, mattocks, ham- mers, scythes, sheep-shears, reaping-hooks, scissors (not less than 10 inches in length), butchers' and other cleavers and choppers, hand-saws, saw-blades, machine or hand.. . . . .ad val.	Free	20%
Plain iron nails or tacks, over 1 inch long, and dog spikes.. . . . .per ton	£2	£4
Unspecified nails and tacks.. . . . .ad val.	Free	20%
Machinery and electrical appliances, many kinds.. . . . .ad val.	Free	20%

	British Preferential Tariff	General Tariff
Electric cooking and heating appliances, unspecified electric appliances and machinery.. . . .	ad val.	20%
Hardware and ironmongery, not specially provided for in the tariff.. . . .	ad val.	20%
Tinware and tin manufactures, unspecified in tariff..ad val.	25%	45%
Laths and shingles.. . . .	ad val.	10%
Ash, hickory, lancewood, lignum vitæ, red cedar and some other timber, rough sawn.. . . .	Free	Free
Other kinds of timber, rough sawn..per 100 superficial feet	3s. or 5s.	3s. or 5s.
Timber, sawn, dressed.. . . .per 100 superficial feet	7s. 6d.	7s. 6d.
Wooden furniture and cabinetware, unspecified in the tariff	ad val.	25%
Pianos and phonographs.. . . .	ad val.	20%
Brushes, brushware, and brooms.. . . .	ad val.	25%
White lead ground in oil.. . . .per cwt.	6s.	9s.
Paints, various, as defined.. . . .	ad val.	20%
Wheat flour, when value £13 10s. per ton of 2,000 lb..per ton	£3 10s.	£3 10s.
When flour exceeds £13 10s.: for each ls. in excess, duty reduced.. . . .	1s.	1s.
When flour less than £13 10s.: for each ls. reduction, duty increased.. . . .	1s.	1s.
Preserved peas in tins.. . . .	ad val.	20% or 1d. lb., if higher
Other preserved vegetables.. . . .	ad val.	20%
James, jellies, marmalade and preserves.. . . .per lb.	2d.	4d.
Jellies, concentrated.. . . .	per lb.	4d.
Pickles.. . . .	per gallon	3s.
Provisions, unspecified in the tariff.. . . .	ad val.	20%
Fruits, preserved in juice or syrup (non-alcoholic)..ad val.	25%	45%
Canned salmon.. . . .	per lb.	1½d.
Confectionery.. . . .	ad val.	25%
Onions.. . . .	per ton	£1

TARIFF CHANGES AND CUSTOMS REGULATIONS

Jamaican Tariff on Biscuits

With reference to the notice in *Commercial Intelligence Journal* No. 1245 (December 10, 1927), page 837, respecting the Jamaican tariff on unsweetened biscuits, the Tariff Bill as published shows that there is no change in the rate on biscuits, bread, and cakes, unsweetened, when in bulk; that is, when packed in barrels or boxes, not containing small internal packages. The rate on these remains at 3s. 1d. per 100 pounds, British preferential tariff, and 4s. 2d. per 100 pounds, general tariff. On unsweetened biscuits, bread, and cakes, otherwise packed, the rates have been increased to 12s. 6d. per 100 pounds, British preferential tariff, and 16s. 8d. per 100 pounds, general tariff, instead of being dutiable at the same rate as unsweetened biscuits in bulk.

German Marking Regulations for Food Products

With reference to the articles in *Commercial Intelligence Journal* No. 1240 (November 5, 1927, pages 652-4) and No. 1249 (January 7, 1928, page 35) respecting the marking of food products under new German regulations, the following additional notes have been furnished by Mr. L. D. Wilgress, Trade Commissioner at Hamburg, in reply to specific questions that have been raised.

The chief requirement is that the labels or containers should bear the name of the manufacturer or packer of the food products and the place where his chief business is carried on. There should be clearly marked the usual trade designation in the German language of the product in question. Only the German language will be recognized for the purpose of the regulations. The regulations further prescribe that the weight given is not to include non-edible parts. Details of what is to be deducted in the case of various products are given in paragraph 2 of the decree of September 29 last.

Paragraph 1 of the decree states that the required details must be affixed by the manufacturer or by the party who puts the goods on the market under

his name. Without the prescribed marking, the goods may not be exposed for sale, sold, or otherwise put on the market in packages or containers. The Customs officials will have nothing to do with enforcing the regulations, but if goods imported improperly marked are so exposed for sale penalties will be imposed on the party exposing them for sale.

The marking can be done on the labels and there are no regulations as to indelible marking.

Only the metric system of weights and measures is official in Germany and therefore the weights must be given according to this system. Kilogramme (1,000 grammes) equals 2.2046 pounds.

With regard to paragraph 2, No. 2, in *Commercial Intelligence Journal* No. 124 (November 5, 1927), page 653, the words "usual trade mark" are a faulty translation of the German and the words "usual trade designation" would be better.

The standard can is that defined in paragraph 3, and in addition to the standard can certain subdivisions and multiples of this can may be used such as one-eighth, one-quarter, one-half, one and a half, two, two and a half, and five standard cans.

There is no restriction as to the size of the cans which may be used for food products, but canned vegetables and canned fruits may either be marked according to the standard can or the net weight of the contents can be given.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JANUARY 23, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 23, 1928. Those for the week ending January 16, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending	Week Ending
			January 16, 1928	January 23, 1928
Britain	£	\$4.86 $\frac{3}{4}$	\$4.8872	\$4.8841
Belgium	Belga	.1390	.1397	.1396
Czecho-Slovakia	Krone	.....	.0297	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0394	.0394
Holland	Florin	.4020	.4041	.4042
Italy	Lire	.0526	.0530	.0529
Spain	Pes.	.1930	.1720	.1712
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1931	.1930
Germany	Reichs Mk.	.2382	.2387	.2387
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2665	.2666
Sweden	Kr.	.2680	.2695	.2693
Denmark	Kr.	.2680	.2685	.2683
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4700	.4675
Siam	Tical	.3709	.4575	.4575
India	Ruppee	.3650	.3693	.3681
United States	\$	1.0000	1.0018	1.0018
Mexico . . . . .	\$	.4985	.4890	.4865
Argentine Rep.	Peso (Paper)	.4244	.4280	.4278
Brazil	Mil.	.5462	.1205	.1206
Jamaica	£	4.86 $\frac{3}{4}$	4.8775	4.8725
British Guiana	\$			
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$	1.0000	1.00 $\frac{7}{8}$ —1.02 $\frac{1}{4}$	1.00 $\frac{7}{8}$ —1.02 $\frac{1}{8}$
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.....	.6437	.6350
Batavia, Java	Guilder	.4020	.4035	.4035
Peru	Libra	4.8665	3.9600	3.8900
Singapore, Str. Settlement . . .	\$	.5678	.5700	.5700

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Miscellaneous

66. AMMONIA; SULPHURIC ACID.—A prominent drug company in Caracas, Venezuela, would like to buy from Canadian firms supplying sulphate and phosphate of ammonia, also sulphuric acid in drums.

67. WRAPPING PAPER.—A commission agent in Beyrouth, Syria, wishes to correspond with Canadian exporters of wrapping paper.

68. STATIONERY.—A firm of retailers in Kingston, Jamaica, wish to import direct from the manufacturer commercial envelopes and other stationery.

69. PULP.—A commission agent in Havana, Cuba, wishes to sell, for a Canadian mill, pulp suitable for the manufacture of cheap wrapping paper.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Ranger, Feb. 1; Canadian Explorer, Feb. 15—both C.G.M.M.; Beaverdale, Feb. 4; Beaverford, Feb. 18—both Canadian Pacific.

To AVONMOUTH.—Concordia, Anchor-Donaldson, Feb. 8.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, Head Line, Feb. 9.

To CARDIFF AND SWANSEA.—Canadian Scottish, Feb. 8; Canadian Pioneer, Feb. 22—both C.G.M.M.

To GLASGOW.—Concordia, Feb. 8; Gracia, Feb. 16—both Anchor-Donaldson Line; Brecon, Canadian Pacific, Feb. 18.

To LIVERPOOL.—Montclare, Feb. 3; Metagama, Feb. 10; Melita, Feb. 17; Minnedosa, Feb. 24—all Canadian Pacific.

To LONDON.—Canadian Ranger, Feb. 1; Canadian Inventor, Feb. 15—both C.G.M.M.; Beaverdale, Feb. 4; Beaverburn, Feb. 11; Beaverford, Feb. 18—all Canadian Pacific; Bay State, Furness, Withy, Feb. 25.

To HULL.—Comino, Feb. 11; Bay State, Feb. 25—both Furness Line.

To MANCHESTER.—Manchester Producer, Manchester Line, Feb. 11.

To ROTTERDAM.—Hada County, Feb. 7; Brant County, Feb. 21—both County Line.

To BORDEAUX AND HAVRE.—Porsanger, County Line, Feb. 14.

To HAMBURG.—Grey County, Feb. 6; Brant County, Feb. 21—both County Line; Cairndhu, Feb. 7; Cairngowan, Feb. 21—both Thomson Line; Beaverburn, Canadian Pacific, Feb. 11.

To COPENHAGEN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Feb. 15.
 To NORWEGIAN PORTS.—Idelfjord, Norwegian-American Line, Jan. 31.
 To SOUTH AND WEST AFRICAN PORTS.—Bengula, Elder Dempster Line, Feb. 15.
 To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Feb. 11; Canadian Carrier, Feb. 25—both C.G.M.M.; Invernina, Ocean Dominion Line, Feb. 8.
 To AUSTRALIAN AND NEW ZEALAND PORTS.—A steamer, New Zealand SS., Feb. 27.

From Halifax

To ANTWERP.—Canadian Ranger, Feb. 3; Canadian Explorer, Feb. 17—both C.G.M.M.; Lapland, White Star-Dominion, Feb. 6.
 To CARDIFF AND SWANSEA.—Canadian Scottish, Feb. 10; Canadian Pioneer, Feb. 24—both C.G.M.M.
 To GLASGOW.—Athenia, Anchor-Donaldson Line, Feb. 20; Rexmore, Furness, Withy, Feb. 25.
 To LIVERPOOL.—Newfoundland, Jan. 31; Manchester Hero, Feb. 7; Nova Scotia, Feb. 25—all Furness, Withy; Aurania, Cunard Line, Feb. 27; Lapland, White Star-Dominion, Feb. 6.
 To LONDON.—Canadian Ranger, Feb. 3; Canadian Inventor, Feb. 17—both C.G.M.M.; Comino, Feb. 13; London Corporation, Feb. 20; Bay State, Feb. 27—all Furness, Withy; Antonia, Cunard Line, Feb. 20.
 To HULL.—Comino, Feb. 13; Bay State, Feb. 27—both Furness, Withy.
 To MANCHESTER.—Manchester Brigade, Jan. 30; Manchester Hero, Feb. 4; Manchester Producer, Feb. 13; Manchester Corporation, Feb. 18; a sailing, Feb. 27—all Furness, Withy.
 To ST. JOHN'S, Nfld.—Newfoundland, Jan. 31; Nova Scotia, Feb. 25—both Furness, Withy; Silvia, Feb. 7, Feb. 21; Nerissa, Jan. 31, Feb. 14—both Red Cross Line; Farnorth, Farquhar SS., Feb. 11, Feb. 25; Magna, Newfoundland-Canada Traders, Feb. 3, Feb. 20.
 To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Skipper, Farquhar SS., Jan. 31, Feb. 14.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., Feb. 11.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner (calls at Guadeloupe), Feb. 3; Canadian Squatter, Feb. 17—both C.G.M.M.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, Feb. 10; Canadian Skirmisher, Feb. 24—both C.G.M.M.; Italia, Feb. 2; Invernina, Feb. 16—both Ocean Dominion.
 To NEW ZEALAND PORTS.—Canadian Britisher, C.G.M.M., Feb. 25.
 To AUSTRALIAN PORTS.—Canadian Commander, Feb. 4; Canadian Victor, Feb. 27—both C.G.M.M.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, Feb. 8; Caledonia, Feb. 22—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Feb. 4; Empress of Asia, Feb. 25—both Canadian Pacific.
 To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, Osaka Shosen Kaisha, Feb. 19.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Achilles, Jan. 31; Tyndareus, Feb. 20—both Blue Funnel.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, Feb. 8.
 To MELBOURNE AND SYDNEY.—West Ivan, American-Australia-Orient Line, early February.
 To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Conob, American-Australia-Orient Line, Feb. 13.
 To HAVRE, ANTWERP AND BORDEAUX.—Arizona, Feb. 8; Georgie, Feb. 18; Zenon, Feb. 25—all Cie. Gle. Transatlantique.
 To HAMBURG, ANTWERP AND BBEMEN.—Osiris, Hamburg-American Line, Feb. 16.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Navigazione Libera Triestina, Feb. 9.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Gail, Feb. 10; Cardigan-shire, Feb. 24—both North Pacific Coast Line.
 To LONDON, HAMBURG, ROTTERDAM AND, ANTWERP.—Montgomeryshire, Jan. 31; Moerdyk, Feb. 14—both North Pacific Coast Line.
 To MANCHESTER.—London Importer, Furness (Pacific) Ltd., Feb. 15.
 To KINGSTON, JAMAICA.—Canadian Miller, C.G.M.M., Feb. 6.

COMMERCIAL INTELLIGENCE JOURNAL

CANADIAN TRADE COMMISSIONERS

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Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Deputy Minister: F. C. T. O'Hara

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INDEX TO THE COMMERCIAL INTELLIGENCE JOURNAL

The index to the *Commercial Intelligence Journal* for the six months ended December 31, 1927 (Nos. 1222 to 1248 inclusive) is being sent out with this issue. Canadian manufacturers and exporters are strongly advised to file all numbers of the *Commercial Intelligence Journal* for future reference, and to preserve them, with the index, in bound volumes, or in some other convenient form. Back numbers (with the exception of those which may be out of print), as well as additional copies of the index, may be had free of charge on application to the Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.

MR. A. S. BLEAKNEY'S TOUR OF CANADA

Mr. A. S. Bleakney, Canadian Trade Commissioner in Rio de Janeiro, is about to begin a tour of the Dominion in the interests of Canadian trade with Brazil. He will begin calls at Vancouver on February 15, and his itinerary in Ontario is expected to commence about March 1. A visit to Quebec and the Maritime Provinces will be made later. Canadian exporters who desire to interview Mr. Bleakney are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

SUMMARY OF THE TRADE OF CANADA: MONTH, NINE MONTHS, AND TWELVE MONTHS ENDING DECEMBER, 1927

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of December, 1927				Nine Months ending December, 1927				Twelve Months ending December, 1927			
	Total Imports	From Kingdom	From United States	\$	Total Imports	From Kingdom	From United States	\$	Total Imports	From Kingdom	From United States	\$
<i>Imports for Consumption</i>												
Agricultural and vegetable products.....	21,361,516	6,100,590	8,814,842	180,703,532	39,162,351	75,337,120	233,515,969	48,096,525	101,877,024			
Animals and animal products.....	5,597,708	4,872,579	3,096,603	44,546,376	4,703,650	27,338,756	60,827,492	5,753,026	38,394,597			
Fibres, textiles and textile products.....	15,392,858	4,963,377	7,677,046	131,010,014	51,018,083	47,336,171	185,491,757	71,264,767	66,721,256			
Wood, wood products and paper.....	3,843,983	3,329,727	3,239,285	38,771,586	3,178,197	32,113,908	90,413,315	4,271,013	42,548,276			
Iron and its products.....	14,479,862	1,234,631	12,782,882	188,757,391	14,239,315	98,022,827	248,151,584	17,461,584	222,729,335			
Non-ferrous metals and their products.....	5,049,721	528,907	4,180,632	45,493,966	4,706,319	35,682,516	99,186,666	5,835,981	47,378,551			
Non-metallic minerals and their products.....	11,062,623	770,819	8,975,205	131,430,235	12,056,331	91,636,628	155,404,666	14,367,580	121,155,686			
Chemicals and allied products.....	2,238,505	269,839	1,464,800	25,572,886	3,578,113	16,506,601	33,313,627	4,313,627	22,057,250			
Miscellaneous commodities.....	4,325,919	566,379	2,927,935	47,243,278	8,456,366	32,074,893	62,804,101	10,468,421	44,108,469			
Total imports, 1927.....	83,262,605	15,046,798	52,249,490	822,988,467	142,058,885	526,109,480	1,087,117,930	182,034,336	707,270,444			
1926.....	81,774,905	13,993,730	52,961,095	766,763,042	123,963,014	505,861,557	1,008,341,911	164,707,111	668,747,247			
1925.....	76,918,238	13,140,304	49,765,323	685,749,863	122,957,713	445,732,852	890,193,348	162,118,705	578,575,073			
<i>Exports (Canadian produce)</i>												
Agricultural and vegetable products.....	75,151,506	49,098,071	5,522,014	440,320,991	260,307,197	44,790,392	546,293,422	306,725,000	56,370,907			
Animals and animal products.....	15,079,745	3,034,966	8,702,284	128,426,865	40,287,434	69,886,385	164,711,508	49,509,427	90,998,784			
Fibres, textiles and textile products.....	753,908	117,511	237,702	8,791,118	1,533,989	3,996,201	10,926,510	1,725,294	4,790,838			
Wood, wood products and paper.....	21,755,200	1,328,588	18,431,103	214,243,918	15,041,136	179,178,818	280,959,319	16,906,033	237,466,149			
Iron and its products.....	4,454,178	1,076,352	3,377,826	47,662,919	5,997,526	6,720,716	87,831,374	8,921,710	9,638,867			
Non-ferrous metals and their products.....	9,536,371	1,676,352	4,096,758	66,432,155	11,967,628	32,280,409	87,057,150	16,061,756	41,995,410			
Non-metallic minerals and their products.....	2,350,370	199,228	1,250,991	19,437,351	1,369,580	11,663,346	26,343,349	2,234,953	15,668,200			
Chemicals and allied products.....	1,390,345	355,844	674,831	13,121,052	3,026,763	6,337,134	17,854,915	3,926,063	8,834,844			
Miscellaneous commodities.....	902,842	52,745	549,919	11,676,998	1,867,415	6,878,363	16,359,226	3,541,531	8,824,126			
Totals, 1927.....	130,277,157	56,587,435	40,342,089	950,103,367	341,398,668	361,751,764	1,218,386,773	409,551,767	474,588,125			
1926.....	135,421,473	67,979,083	40,417,588	983,984,100	378,719,752	353,566,428	1,208,581,976	459,236,013	456,205,500			
1925.....	175,555,228	94,742,410	45,361,454	1,030,697,915	427,721,299	363,348,295	1,270,986,854	492,140,387	472,391,439			
<i>Exports (Foreign produce)</i>												
Totals, 1927.....	1,912,391	49,598	1,756,596	16,391,583	1,773,811	13,387,684	20,445,231	1,980,278	16,963,393			
1926.....	1,386,516	112,816	1,177,562	11,361,988	939,041	9,346,732	15,357,292	1,220,674	12,086,575			
1925.....	843,699	77,742	640,819	9,349,042	746,950	7,625,025	12,111,941	1,073,374	9,854,766			
<i>Excess of Imports (i) or All Exports (e)</i>												
1927.....	(e) 48,926,853	(e) 40,690,635	(i) 11,150,805	(e) 143,506,483	(e) 201,113,594	(i) 150,980,032	(e) 151,604,074	(e) 229,497,709	(i) 215,718,926			
1926.....	(e) 58,032,990	(e) 54,098,763	(i) 11,356,845	(e) 228,523,046	(e) 255,695,179	(i) 142,948,397	(e) 275,597,357	(e) 295,749,576	(i) 190,855,172			
1925.....	(e) 99,480,639	(e) 81,679,848	(i) 3,763,050	(e) 354,297,094	(e) 305,480,536	(i) 74,759,532	(e) 392,905,445	(e) 331,095,056	(i) 96,828,808			

THE COLONY OF BRITISH GUIANA

ACTING TRADE COMMISSIONER R. T. YOUNG

I

GENERAL DESCRIPTION

Port of Spain, January 3, 1928.—British Guiana lies on the northeastern coast of the continent of South America between parallels 1° to 8° north and meridians 57° to 61° west. It has a coastline of about 270 miles, extending almost from the eastern mouth of the river Orinoco to the river Courantyne, and is bounded on the north by the Atlantic Ocean, on the south and southwest by Brazil, on the east by Dutch Guiana, and on the northwest by Venezuela. It varies in depth (from the ocean southwards) from 540 miles on the western to 300 miles on the eastern side.

The colony may be divided broadly into three belts, namely, the coastal region, the sand and clay belt, and the mountain region.

The Coast-lands.—The flat and comparatively narrow plain or belt which forms the coast-lands is to a considerable extent slightly below the sea-level. Inland it may rise to about 10 or 12 feet above highwater mark, and in depth it varies from 10 miles on the west to 40 miles along the Berbice and Courantyne rivers. Its margin is protected from sea and river by a dense growth of mangrove (*Rhizophora Mangle*) and courida (*Avicennia nitida*), behind which are flat grassy savannahs mostly inundated during the rainy season.

It is along the outermost part of the coast-lands from the Pomeroon to the Courantyne rivers that almost the whole of the population and cultivation of the colony are concentrated. Situated on this comparatively narrow strip are the two towns of the colony, nearly all the villages, and with but few exceptions all the sugar estates, roads, and railways. Georgetown, the chief port and capital of British Guiana, lies at the mouth of the Demerara river on the east bank. New Amsterdam, the only other town, is situated 70 miles eastward, some five miles up the east bank of the Berbice river. A standard gauge railway connects the two towns.

The drainage—naturally a most important point on the coast-lands—is inter-tidal; i.e., by the aid of sluices or kokers the water is discharged from the drainage canals during low tide and is kept out at high water, but in many cases during heavy weather steam pumps are also employed for this purpose.

Sand and Clay Belt.—This lies behind the coast-lands and extends right across the breadth of the colony. Along the sloping front it is elevated about 50 feet above sea-level, and as it extends inland it rises in some places to hills of 180 to 200 feet in height. In width it varies considerably, while the greater part of this belt is clothed with high forest containing a great variety of useful and valuable timber.

Mountain Region.—Behind the two belts just mentioned lies the Pakaraima Range, a mountainous region consisting of undulating plateaus rising successively at varying distances one after another in bold sandstone escarpments from 1,200 to 2,000 feet high, and cut in places into deep gorges of which the Kaieteur is pre-eminent for its size and beauty. The culminating point is reached in the flat-topped mountains Roraima and Kukenam, which rise 5,000 feet above the surrounding country and 8,600 feet above the sea-level.

The country is traversed by many large rivers, which with their numerous tributaries and branch streams form a vast network of waterways. All the larger rivers of the colony are impeded above the tideway by numerous rapids, cataracts, and falls, which render the navigation of the upper reaches difficult.



CHIEF RIVERS

Essequibo River.—All the rivers flow into the Atlantic Ocean. The largest of them is the Essequibo, which, with its tributaries, drains considerably more than half of the total area of the colony. Its total length is something over 600 miles. At Bartica the stream is about $3\frac{1}{2}$ miles across, while at its mouth the estuary of the Essequibo has a width of 14 miles and contains three great islands, the largest about 12 miles long. Ocean-going boats can proceed for some little distance above Bartica. A metre-gauge railway runs from Rockstone on the Essequibo to Wismar on the Demerara river, and thus affords easy access to Georgetown from the goldfields and balata districts situated in the upper regions of the Essequibo system.

Courantyne River.—The Courantyne river ranks second in size amongst the rivers of the colony, of which its left bank forms the boundary. East Indians have taken kindly to this river, and small farms extend at intervals along its banks as far as Orealla, some 52 miles from the mouth.

Berbice River.—At its mouth the Berbice river is divided into two channels by Crab Island, the width there being about three miles from bank to bank. The stream is navigable for large craft for a longer distance than any of the other rivers of the colony, the steamer terminus being some 110 miles from the sea. Beyond this point, in the dry season, the river becomes very shallow and much obstructed by sandbanks, but during the rains its course is uninterrupted as far up as Marlissa, about 165 miles from the mouth. Opposite New Amsterdam, on the western bank of the river, there is the railway terminus of Rosignol and the large sugar plantation of Blairmont, beyond which a public road extends for four miles up the river. Along the eastern bank another road runs for 25 miles above New Amsterdam. The banks for over five miles above the town are occupied by sugar plantations.

Demerara River.—Although commercially the most important and best known of all the rivers of the colony, yet compared with some of them the Demerara is but a small stream. It has a length of only 200 miles, but the depth of water on the bar is sufficient to allow of large vessels crossing with ease and security. Consequently Georgetown, the capital and principal port of British Guiana, has been established on its eastern bank at its mouth, where the river has a width of about three-quarters of a mile, and furnishes a safe harbour.

The terminus of the colonial steamers—which ascend the Demerara river daily—is at Wismar, about 65 miles from the sea; but sailing vessels can be towed for 15 miles farther up to load timber, large supplies of which have for many years been obtained and exported from the valuable forest country through which the river flows. Opposite Wismar is “McKenzie City”, the headquarters of the Demerara Bauxite Company Limited. From Wismar a railway runs across to Rockstone on the Essequibo river, and small launches run regularly twice a week to the foot of the Malalli rapids on the Demerara, about 104 miles from Georgetown, where the influence of the tide ends.

On the lower Demerara river, for a distance of nearly twenty miles from Georgetown, the low and flat lands on both sides of the river are extensively cultivated. There are several sugar plantations on both banks, Diamond Plantation on the right bank, about eight miles from Georgetown, being the largest in the colony.

Public roads extend from Georgetown for distances of twenty-three miles along the eastern and sixteen miles on the western bank.

Pomeroon River.—The Pomeroon river drains the portion of the colony lying between the Essequibo river and the upper Waini river. The low flat alluvial lands which form the banks of the lower river are among the most

fertile in the colony, and a succession of well-drained and flourishing farms now extend as far as Makasima, about thirty-six miles from the Atlantic. The Pomeroon is navigable for steamers up to and beyond Makasima, some miles beyond which the tidal influence ends.

Waini River.—Throughout its whole course the Waini river flows entirely through forest-clad country. It has a width of about two miles at its mouth and is navigable for steamers for fifty-three miles up to the junction of the Barima river.

Barima River.—The Barima river gives access to the principal gold-bearing areas of the Northwest District. About fifty-two miles from its mouth is Morawhanna, the steamer terminus.

In its scenery British Guiana affords very great contrasts. The tourist who visits the colony and confines himself to the flat and settled coast-lands leaves with the impression that British Guiana is merely a mud-flat not entirely above sea-level; but the traveller who penetrates any considerable distance into the vast interior must be greatly impressed by the tropical vegetation, the hilly nature of the country, the many great ranges and curiously-shaped mountains, the elevated undulating plateaus, the extensive savannahs, and the multitude of cataracts and waterfalls of surpassing beauty, which occur on the upper parts of the larger rivers and their tributaries.

POPULATION

One of the most interesting aspects of British Guiana is the cosmopolitan character of its population. Europeans, Portuguese from Madeira, Chinese, East Indians, aboriginal Indians, and negroes may be encountered at any time in Georgetown, and the coloured or mixed element between all, some, or any of the pure races is ubiquitous.

Strictly speaking, the only "natives" of British Guiana are the "Buck" Indians, or aborigines. Europeans came next in order of time, and the negro slaves introduced by these followed. It is estimated that the total number of aborigines is 9,000, the majority of whom are to be found in the more remote parts of the colony. The population of the colony at the taking of the 1921 census was 297,691, which shows an increase of 1,650 since 1911, the year of the previous census. Of this number, no less than 124,938, or 41.97 per cent, are East Indians.

Distribution of the Population.—Of the total population, 22.84 per cent is resident in the towns and 77.16 per cent in the country. The people are distributed over the three counties (into which the colony is divided) as follows:—

		Per Cent
Demerara	173,932	58.43
Berbice	68,483	23.00
Essequibo	55,276	18.57

Georgetown, the capital, has a population of 59,624, or 20.03 per cent of the total of the colony. This is made up of 54,439 from the city itself and 5,185 from the suburbs. The increase during the past decade has been 2,047. There are 8,363 persons resident in New Amsterdam, showing a decrease of 241 since 1911.

The chief occupations are: agricultural, 47.62 per cent; industrial, 28.38 per cent; domestic, 16.84 per cent; commercial, 4.37 per cent; and professional, 1.09 per cent.

CENTRES OF POPULATION

Georgetown, the capital of British Guiana, the seat of Government and the chief port of entry for the colony, is situated at the mouth of the Demerara river on the right bank. The population is very mixed. It consists of Europeans of

various nationalities, mostly British and Portuguese; negroes, East Indians, Chinese, a few aboriginal ("Buck") Indians from the interior, and people of mixed races of all shades, either native born or from one or other of the West Indian Islands.

The land on which Georgetown stands, in common with the rest of the coast-lands of the colony, is an alluvial flat some four and a half feet below high water at spring tides, and the drainage of the city being a gravity one is therefore inter-tidal. The sluice gates or "kokers" to which the open canals that store and carry off the drainage water lead, are opened on a falling tide and shut again when the tide rises to the height of the outfall water. The fact of the land being below sea level makes a pipe system of sewage disposal a difficult and costly matter, but modern science and education of the people in matters of hygiene have at last prevailed, and the work of installing a pipe-line sewage system leading to sumps in various parts of the city from which the sewage will in turn be ejected by electrically operated pumps and eventually discharged into the Demerara river at suitable outflow points, has now been started.

The water supply of the city is of a twofold nature. "Bush-water"—which is the local name for water which is conserved in rear of the sugar estates for irrigation and general agricultural purposes—is led into the city by the Lamaha Canal, at the extremity of which is situate the "water works". Drinking water is supplied by the storage of rain water in large vats and tanks which are compulsorily erected on all private premises, and have to be screened to prevent the breeding of mosquitoes therein. In addition to the private vats, the municipality has large storage tanks, some of which are of a capacity of one million gallons, attached to the principal public buildings, churches, etc., from which rain water is sold by ticket at a cheap rate. A comprehensive scheme to supply the city with pure water from a system of artesian wells is now under consideration.

The city has all modern conveniences—electric cars and lighting, attractive shops, business places, wide streets, and fine private residences surrounded with a glowing wealth of coloured flowers and a luxuriant growth of vegetation.

New Amsterdam.—At the mouth of the Berbice river and on its right bank stands the town of New Amsterdam, the capital of the county of Berbice. Its population in the 1921 census was just under 8,000.

The Villages.—The colony's rural population is resident in villages scattered along the coast-lands and for some distance up the principal rivers. Here the freed negro slaves settled after Emancipation. Forming themselves into companies, they bought with their savings, accumulated during slavery and the apprenticeship period, the estates of those of their former masters who were anxious to quit the colony, or they purchased the front lands of plantations, the proprietors of which were eager to establish a resident population.

These rural communities range in importance from the hamlet with a population of 100 to the large villages with 5,000 to 6,000 inhabitants. Several of these areas, while called villages, are really potential towns from the point of view of both area and population.

COMMERCIAL CONDITIONS IN TRINIDAD

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, January 17, 1928.—The latest information available as to market conditions in Trinidad for the past month shows that flour stocks principally bakers' grades, are still heavy and that there have been increased arrivals of extras, which have caused the market to develop an easier tone; as a natural consequence the demand for supers has slackened off proportionately and sales are slow.

In provisions, pickled beef is still very scarce and with a good demand prices have advanced sharply from \$32 to \$36 per barrel (200 pounds). There have, however, been fair arrivals of pork during the month and prices have receded slightly; the undertone of the market is, however, firm. Ruling prices were \$28 to \$30 per barrel (200 pounds). The butter situation is unchanged.

The demand continues firm and stocks of good quality Nova Scotian fish-stuffs are not excessive. Newfoundland fish is particularly scarce and holders are getting good prices. With the approach of the Lenten season, the demand for pickled salmon is likely to increase and consignments are recommended.

A large cargo of lumber was received during the month from Gulfport, U.S.A., and stocks are heavy, with limited demand.

Stocks of garlic are heavy, and in view of the slow demand prices are unchanged. Potatoes are plentiful, supplies coming from Holland and Canada, and the prices remain as last month, \$2.50 to \$2.75 per 100 pounds. Stocks of Madeira onions are extremely light and holders are getting good prices. Dutch onions are also commanding fair prices and early consignments should show good results.

Coal has declined to 33s. per ton f.o.b., whilst fuel oil is unchanged at \$9.72 per ton pumped into tanks.

LOCAL PRODUCE

The reaping of the sugar crop is likely to commence shortly on the estates, weather permitting, but operations will not be general until about the beginning of next month. There has been a marked improvement in atmospheric conditions recently with indications of the approach of the regular dry season.

The early part of the month witnessed a slightly increased demand from the Continent and elsewhere for cocoa, during which quite a few transactions were reported, but with the approach of the holidays activity subsided and up to the time of writing has not been resumed. Supplies are coming in on a moderate scale, but the bulk of the crop will not be harvested before March at the earliest. Exports during the month amounted to 17,766 bags, of which 1,619 went to the United States and 1,637 to Canada, and from October 1 to December 31 shipments total 43,006 bags, as compared with 16,265 bags during the corresponding period last year.

Copra has continued to rule very firm at around \$5 per 100 pounds on the spot, with quite heavy shipments going forward to various European ports. Cocoanuts command little attention and shipments have been negligible.

HABERDASHERY AND WEARING APPAREL FOR THE BRITISH WEST INDIES

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, January 11, 1928.—The British West Indies, including British Guiana, especially the larger centres of population such as Port of Spain (Trinidad), Bridgetown (Barbados), and Georgetown (Demerara), offer an excellent market for haberdashery and men's wearing apparel, excluding ready-made suits. Suitings worn in these colonies are principally linen or Palm Beach cloth, with occasionally tropical serges or light worsteds in the evening and during the cool season. Tailoring is cheap and good, proper fit being assured. All cloths are imported, principally from the United Kingdom. A linen suit of first quality, made to order, costs about \$10; Palm Beach, \$12 to \$15; serge or worsted, \$30 up. Canadian manufacturers of ready-made clothing would find it difficult to compete with these prices.

For shirts and collars, however, these markets present opportunities. Negligé shirts made from the many different materials used for such purposes are sold in all the stores. Patterns and colours vary as widely as in Canada. Some shirts have soft and stiff collars to match. Practically all shirts sold are of English manufacture, of the pull-over type. Herein, with judicious advertising and education in salesmanship, the Canadian maker should be able to secure a share of the market. Negligé shirts retail from \$1.50 to \$4, depending on quality.

Dress shirts—both stiff and soft-pleated front—are in demand. These are also supplied by United Kingdom manufacturers, and are all of the same pull-over type. They do not appear to be as well fitting or as comfortable as Canadian-made shirts, and particularly in this line the coat-type shirt with all the improvements to be found in the Canadian article, should find favour. Such shirts retail from \$2 to \$5.

The territory is also an excellent one for the disposal of job lots of men's shirts or factory seconds. On many occasions this office has been approached as to a possible source of supply.

Collars—stiff linen and soft—are, with perhaps one exception in soft collars, all of English manufacture. Canadian-made soft collars should secure a large share of the business, because in no way can the United Kingdom article on sale here compare with that of the Canadian in fit, style or finish. Soft collars retail for 50 cents each. Quarter-sizes in stiff collars are unknown. The Canadian brand on sale appears to be confined to a few antiquated unpopular styles. Out-of-style goods, seconds, or job lots must be sold as such.

Ties of silk, crêpe-de-chine, poplin or taffeta in all fancy patterns are exhibited in all the shops, mostly manufactured in Great Britain. These are principally of the scarf type, though a few bow ties are sold. Retail prices run from \$1 to \$2. A tie which is practically uncreasable meets with much favour because of the humid climate. This has been solved largely by one manufacturer who in ties made of crêpe-de-chine has inserted a fine mohair lining.

Men's knee-length athletic-type underwear has a large sale in the various islands and colonies. Large quantities are imported from English makers, but the fit is not nearly so good as many of the better grades made in Canada. Mesh underwear is a great favourite, as is also the combination suit of cotton-muslin material. Nearly all the better known of accessories such as garters, suspenders, and belts are displayed in the leading shops, and enjoy a large sale.

Men's pyjamas in all fancy pattern light-weight materials of silk or silk mixtures, and mercerized goods, are in demand. As in all other lines of this class, reliable English manufacturers have supplied the market up to the present. Retail prices are from \$3 to \$7.50 per suit.

Canadian manufacturers and exporters of haberdashery and wearing apparel, with a reliable and aggressive agent to represent them, should be able to secure profitable business. There is no doubt that the variety of styles and patterns offered by Canadian manufacturers, together with workmanship, would appeal to the better class, but perhaps some means of educating the male purchaser to the coat-type shirt would be necessary. The manufacturer and exporter should also encourage his agent to instruct the retailer in the art of salesmanship and offer attractive window display suggestions and material.

Canadian manufacturers and exporters of the above lines are asked to communicate with the Trade Commissioner, Port of Spain, who is in a position to place them in touch with first-class agents desirous of introducing Canadian lines.

VENEZUELA AS A MARKET

TRADE COMMISSIONER JAMES CORMACK

II

Notes on Specific Commodities

AGRICULTURAL IMPLEMENTS

The Government is taking an increasing interest in agricultural improvements, and model farms are being instituted at each of the twenty state capitals of the Republic, to provide instruction in modern scientific methods of cultivation. The influence of the oilfields too has made labour dear, and consequently farmers are being compelled to buy labour-saving machinery and implements of all kinds. In the past, money has been lost by companies trying to sell these things ahead of the time, but it would appear that money spent in that direction now would reap profitable returns. The Government has recently been conducting a campaign against insect pests, and a provision in the new Customs Tariff permits free entry of substances employed in their extermination. The result has been a steady demand for sprays and the like, mostly filled from North American sources. President Gomez is one of the most successful dairy farmers in the world, and has immense herds of fine cattle.

As distinct from ranching, farming is general throughout Venezuela, and is extensively carried on in the interior, as well as in the coastal districts of the north. Both the valleys and the hillsides are tilled; most of the farms are large estates, on which a great variety of crops is cultivated. The demand for machinery is limited; in order to make sales practical demonstrations are necessary. Mules and oxen still supply the motive power for most of the implements in use; gasoline at 60 cents per gallon in the country parts is much too dear. A fair number of Fordson tractors have been imported. The demand for implements is extensive and fairly constant, and is supplied mostly by the United Kingdom and the United States, with Germany participating in some of the edged tools. They are stocked by the ordinary hardware stores. Small cheap plows worked by oxen, varying with the kind of soil to be tilled, are in demand, also discs and harrows. The latter are diamond-shaped in one, two, three and four sections, having flexible steel frame with wooden levers. Practically no forks and few rakes were to be seen in stock. There was a good demand for spades (mostly English), both square and pointed. Those having the "V"-shaped handle are not so well liked as others. Corn shellers varying in capacity from 150 to 2,000 bushels daily are in some demand, as also are grain grinders of various styles for corn and small grains.

AUTOMOBILES AND ACCESSORIES

Although few roads in Venezuela can be called motor roads, except the main highways connecting La Guaiara, Caracas, Maracay and Puerto Cabello, and the military road from Caracas to the Maracaibo Basin, still there has been recently, and still goes on, much road building over important trade routes. Most of the so-called rural highways are not of a kind to help the development of motor truck traffic, being too narrow and built for cart use. Between the cities much motor truck freight is carried, especially between La Guaiara and Caracas, where there is an excellent paved road. The total motor road mileage is roughly 2,000. The import duty on automobiles is relatively small, and in the cities there are many cars, mostly medium-priced. Horse-drawn vehicles are still more numerous than taxis, however. Such makes as the Dodge, Nash, Studebaker, Hupmobile, Chrysler, Overland, Chevrolet, Moon, Fiat, Packard,

and of course the Ford, were seen in private hands. Competition is very keen, and all cars are sold on credit. One agent requires no cash deposit on sale, but simply the signature of a guarantor and payment of \$20 per month. The cities are well supplied with garages, as also with agencies with spare parts. The tires in use are nearly all American. Agents in Caracas have an arrangement to sell at a fixed price, subject to discount to special customers. Most of the tire manufacturers doing business have their own offices and manager, and keep stocks. The best selling sizes for cars are: balloons, 32 x 6 and 34 x 7 (all cord). For bicycles the best sizes are 26 and 28 x 1½; for motor cycles 26 x 2½ and 28 x 3. There is a good market for patches, tubes, pumps and all accessories. More than half of the cars in use in Venezuela are in the Caracas district, and that city is therefore the best in which to establish an agency, although the Maracaibo market, in normally good times, should also be specially looked after.

BAGS AND SACKS

During the war the difficulty of securing supplies of sacks for the exports of Venezuela developed the country's natural resources of various fibres, and the industry of bag making still offers much local competition. The demand for cotton sacks is largely for 10-kilo size for use in the sugar refineries. Duties as high as \$17 per 100 pounds for sacks of coarser materials, protect the locally made sacks. Bagging is required extensively for coffee, cocoa and frozen meat. Coffee is usually shipped in bags of 120 pounds.

BEVERAGES

Beer seems to be the most popular drink in Venezuela, and five breweries, mostly using machinery imported from Germany, are in operation. They all make good beer, and it is sold cheaply so that foreign beers are only consumed, and that to a lessening degree, by travellers. German and English beers compete for any business. Scotch and rye whiskies are daily growing in popularity, and this occasions an increasing sale of mineral waters. A few years ago the imports of such were small, but now there is quite a big import trade despite the local industry. Owing to the bad water supply much table, mineral and medicinal imported waters are consumed. There is a good consumption of rum and brandy; in the better class Venezuelan homes wine is in daily consumption.

CANNED GOODS

The importation of canned foodstuffs is necessarily limited to a small proportion of the population. Fresh meats, fruits and vegetables are always to be had. Canned fruits and vegetables retail at from 60 cents to 90 cents per kilo and are therefore a luxury trade. Pears, peaches, apricots, apples, plums, cherries and grapes are imported from California in tins of about 1 pound 14 ounces each. There is a small trade in bottled fruits, all from France, and peas are mostly from that country. There is a considerable importation of tinned butter, chiefly from Denmark. Butter from the United States is sold; a brand known as "Golden Gate" has a good sale. American butter is said to be better and cheaper than Danish, but still the latter is preferred. Some French butter also is imported. The Venezuelans like a butter yellow in colour and fairly salty. The usual containers are tins of ½, 1, 5, 10 and 14 pounds. As mentioned before, the dairy at Maracay supplies a good part of the tinned butter trade of Venezuela. A good trade in imported biscuits is done; English have the reputation for quality. In soda crackers the United States leads. The sweet biscuit trade until last year was confined to large and small plain tins of 7 pounds and ½ pound respectively. Now, however, there is a growing trade in biscuits in fancy boxes of 1-pound weight. Highly flavoured

and coloured cheap British confectionery in tins sell well. There is some business also for chocolate sweets, chiefly for the Christmas trade. Orders are small, usually from \$100 to \$200. Fancy boxes of 3 or 4 pounds, wrapped in tinfoil, sell best for gifts. Little is sold in tins. The English style of packing suits the trade best. There is opposition from local factories, but since their prices are the same as imported chocolates, the foreign goods are normally preferred. There is very small sale for canned meats or for condensed milk.

Cheese.—There is a local white cheese known as *queso llanera*, which is used all over Venezuela, and produced largely in the Paraguana Peninsula from goat's milk. It is very cheap, selling at about 30 cents per pound. An excellent local cheese is made at the Maracay factory. Holland does quite a profitable business in cheese and shares it with the United States which sells about 30,000 pounds per annum in this market.

DRUGS AND CHEMICALS

There is a good demand for medicines and drugs, but only a small demand for most kinds of heavy and crude chemicals. Venezuela is not an industrial country and, but for the manufacture of soap and candles, uses few chemicals. There is a good sale of sulphate and phosphate of ammonia for fertilizing purposes. Other sellers are: liquid ammonia, formaldehyde, caustic soda, soda ash, carbonate of soda (in crystals), acetic acid (99 pure), sulphate of iron and copper, alum and borax (in crystals). All these items were stated by a Caracas importer to be purchased by him to the extent of about one ton at a time. Sulphuric acid (in drums), muriatic and nitric acids (in big glass bottles packed in wood), are also in demand. Salvarsan of German make, said to be supplied on account of reparations, was being bought in September from Holland at 1,400 florins per kilo c.i.f. La Guaiara. There is a good market for carbon dioxide; the imports in 1926 were about half a million pounds of gross weight or about three-fifths of that amount of gas. One large cylinder weighs 50 kilos, and contains about 20 pounds of gas. The wholesale price to importers in Caracas was 60 cents per kilo. Most of the purchases were made in Germany and Holland. Local purchasers make a deposit to the sellers of 60 bolivars* for the return of the empty drums. The trade in drugs and medicines is highly competitive and entails a considerable amount of advertising. It was suggested that the products of one Canadian house at least would sell much more readily if they were better advertised.

HARDWARE

Venezuela offers a good and increasing market for tools, structural metal products, and domestic utensils and hardware of all kinds. The market must be supplied with articles light in weight to lessen the import duty, and cheap in price to meet the purse of the large users. European manufacturers have been making a special study of this, and are thus able to secure a large part of the trade despite advantages of proximity and intensive trading on the part of American manufacturers. In the Maracaibo district the demand for steel products for use in the petroleum fields and coal mines is good for such articles as steel products, tubing, etc. Steel piping of 4, 6, 8 and 10 inches is much used, but in this district piping for water is subject to oxidation from salty air and chemicals from the local sand. There is a big demand for galvanized pipe, mostly for Government use, and also for builders and estate owners. There is a high duty on culverts. The market for chain centres in Maracaibo, with some anchor and marine chain at the ports. This latter is imported mostly from Germany, size $\frac{1}{4}$ to 1 inch in lengths of 30 yards. American chain for harnessing animals is stocked. The oil companies use what is known as No. 1240 and 1630 for drilling, and buy largely through their head offices in New York, London and Holland, so that local merchants carry light stocks only, especially as they are readily affected by rust.

* 1 Bolivar=about 19 cents Canadian currency.

In small builder's hardware, the United States do most of the trade. Tools also come from that country, the United Kingdom commanding a good share of the trade on goods that are reputed to be of better quality. From Germany come cheap padlocks competing with Yale locks. Heavy hardware comes from England, the United States, Belgium and Germany. England supplies most of the wheels for locomotives and cars. There used to be a big trade in imported corrugated iron sheets, but a local foundry is now making these and is protected, so that only plain galvanized sheets may be imported. In Caracas corrugated iron sheets sold for 98 centimes per kilo, but they would cost 1.10 bolivars if imported. Horseshoes are all locally made from imported bar iron. There is only a small market for barbed and fencing wire, and it is mostly confined to Maracaibo, although the development of agriculture will undoubtedly assist this trade. English and German cutlery dominates the market; the cheaper kinds of table cutlery are in demand. Machetes, axe heads, knives and similar agricultural tools sell well. Enamelled, iron and aluminium ware are being bought largely from Continental Europe. Malleable iron for the construction of window gratings is sold in large quantities; every house in Venezuela is in this way protected.

FLOUR

This is an import item that is growing yearly. In the statistics published by the Republic, it would seem that little or no Canadian wheat flour was entering that market, but Canadian export figures show an increasing trade which for the past fiscal year was worth over a million dollars, represented by 160,000 sacks. Nearly all the flour imports come from or through New York, one brand of American and one brand of Canadian flour being outstanding sellers. There is a demand for both a hard and a soft wheat flour, but the former is undoubtedly preferred. There is no local flour, so that the competition to be found in Colombia does not apply. The market requires flour in 196-pound bags in general, although Maracaibo district favours, and is being supplied with, 200-pound lots. For the country trade there is a fair business in half bags. A peculiarity of the market is that there seems to be no sale by grades as in other countries, but by brands only. The bakers like to make their own mixture, or "Liga" as it is locally known. Baking is done both by hand and by machinery. Those who bake by hand prefer a soft flour which they say is easier to work. There is little home baking. A prominent merchant in Caracas told the writer that his customers like to see the word "CANADA" on the bag, even though it signified a slightly higher price, and that he thought Canadian exporters might tranship from Trinidad as was done in the case of a well-known Canadian whisky. Towards the end of September last the popular "Gold Medal" flour was being quoted at \$8.55 c.i.f. La Guaira. Soft wheat flours are usually quoted about \$1 less.

FISH

The consumption of dried codfish in Venezuela is relatively small, and largely confined to the Lenten season. On the whole, it is not a fish importing country, except perhaps for sardines. Several thousand tons of fish, locally caught, are cured or dried in the Republic and sold cheaply there, some even being exported to Curacao. Salt cod for retail usually comes from New York in cases containing packages of one pound wrapped in white paper. There is also some import of whole fish weighing from $1\frac{1}{2}$ to 2 kilos each from Norway.

LEATHER

Manufactured leather goods are difficult to sell on account of the tariff protection afforded to that industry. This is especially true of footwear of all kinds, which are being made successfully in many parts of the Republic. Never-

theless, a considerable amount of unmanufactured leather is imported. There is a good sale for box calf, for chrome; and, for the manufacture of cheap shoes, leather made from veal sides. The trade prefers leather from small hides, say from 8 feet to 11 feet for box calf. The local factories even in Caracas cannot turn out enough leather, and never make box calf. There is not much tanning of kid, and the demand is lessening. Chrome tanning is preferred to oak on account of a tendency to fade rapidly which the latter develops. Art grained leathers for fancy shoes are in good demand, costing from 40 cents to 80 cents in box calf, and 28 to 40 cents in cow sides, these prices being all f.o.b. New York in September. It was stated that prices had risen on account of the drowning of cattle in the Mississippi floods. As there are plenty of hides and of tanning materials such as divi-divi, local sole leather is good and cheap. Seventy-five per cent of the output of all local tanneries is sole leather, so that it is impracticable to import.

FRUITS

Canned fruits have been mentioned previously. Venezuela grows fresh fruits in profusion; the only imports of any consequence are pears and apples. The latter are imported in boxes and in barrels. The boxed apples are for the better class trade, and are specially packed in boxes containing 88 apples, while the barrelled apples are distributed to meet the cheaper trade.

LARD

Pure lard is a good seller as the local product is scarce. It is imported from New York and from Holland.

The Venezuelan dairy industry hinders the sale of lard to some considerable extent. It is usually packed in tins of 37 pounds net; the price in September last was \$13.35 per 100 pounds f.o.b. New Orleans. It must be accompanied by a certificate of purity, otherwise the Customs authorities will confiscate it. Very little lard compound is seen.

LUMBER

Except in the Maracaibo district, lumber imports are small. In 1924 the imports to that city were valued at \$261,065, but the trade has risen considerably since then. In 1926 about 20 million board feet of lumber is estimated to have been used by the oil companies. These import their supplies free of duty, and do not use much local wood, which is somewhat scarce in that locality, and is only used for piling. Pitch pine and redwood from the United States, as well as some first-grade Douglas fir which seems to be well liked, are imported. They are used for the construction of camps, roads, railways, and wharves, and for the exploitation of the new fields which now have a population of over 100,000. One company is actually drilling through the lake, and uses great quantities of piling for their drilling rigs. The principal pitch pine sizes used at the oilfields are 2 x 12, 2 x 8, 2 x 6, and 2 x 4, all 16 to 20 feet lengths. Piling 1 x 12, 2 x 4, 2 x 12, and 3 x 12 of similar lengths are used. There is also some 24-foot lumber for base for derricks. There is no import of finished lumber in Venezuela on account of the duty being too high to make it profitable. Logs of less than 9.8425 inches are, however, admitted duty free, and are purchased by local sawmills for sale to the local trade.

PAPER

Canada supplies very little of the paper requirements of Venezuela. In 1926 a few tons of newsprint were sent, but the trade was lost on account of price. There is, however, quite a good market in many other paper lines. Newsprint is duty free and nearly all used in Caracas. None is manufactured locally; the only competition is from the United States and Sweden. Supplies from the former are said to be mostly of Canadian origin, but with its identity lost. Some

newsprint is imported flat, in sheet form, but most comes in 1,000-pound rolls, 70 inches wide. Boxboard and paper boxes are imported to the extent of about 500 tons per year. The former is used mostly by bookbinders, and by small paper box factories and printers. Most of the boxboard coming into Venezuela is from Holland. There is a small market for wallboard, which is used in offices and for the houses of the workmen employed by the oil companies. Book paper is a small import—all supplied by the United States—which also furnishes most of the coated papers for use by the magazines in Caracas. Toilet paper is in good demand, and is supplied in rolls of 1,000 sheets, retailing at 20 cents per roll. There is a small sale of carbon paper supplied from the United States and retailing in Caracas at from 6 to 8 bolivars per box of 100 sheets. The import of cigarette paper is a Government monopoly. There is a good market for copying paper, largely on account of the fact that the Government require all merchants to keep a copy of all invoices for purposes of Government inspection. The import market for wrapping paper (chiefly cheap light weight) is relatively small; local factories make about 15 tons per day. Some kraft is, however, imported in 34 by 49 centimetres sizes; also manila paper, in sheets of 66 cm. to 96 cm. packed in 35-pound packages. Storekeepers are using considerable quantities of waxed paper, paraffined on both sides; as well as gummed paper in tags and small rolls for mending books, and as substitute for string. The United Kingdom and Germany supply most of the demand for writing papers; American papers are too high in price. There is a small demand for high-grade bond and linens. Twenty-four sheets of paper, with envelopes, sell at from 6 to 20 bolivars in Caracas. Envelopes are nearly all made locally from imported paper. There is a fair and apparently increasing trade in wall-paper, supplied nearly all from the Continent. It comes usually in rolls 7 metres in length and 50 to 54 centimetres in width. The Venezuelans like striking and rich colours. Retail prices are from 20 cents to \$4.80 per roll; the best sellers range around \$1.25. Paper bags are made locally, but cannot be said to be in good demand.

POTATOES

Potatoes are grown in considerable quantities in the uplands of the interior, reaching to altitudes of 10,000 feet. From there they are shipped to Maracaibo, and in small quantities to other parts of Venezuela and to Curacao. They are sown in February and April and marketed in September. Some potatoes are imported from the United States, Holland, and Spain. The two last-mentioned ship in crates of 30 kilos, while the former ships in barrels of 80 kilos, at prices ranging from \$3 to \$4 per barrel c.i.f. La Guaiara. Potatoes of sizes from 100 grammes to 200 grammes suit the market best.

PAINTS AND VARNISH

There is a good market for paints with no domestic production. For use in exterior work, water paint is more used than oil; for interiors, flat wall paints, water paints, oil paint, and wallpaper are used in the order given. Paste paints are used in Venezuela more than ready mixed paints. On the coast, humidity affects the walls of the buildings, and therefore they have to be frequently repainted. Little enamel paint is used for woodwork, but mostly varnish. The United States and Germany share most of the Venezuelan paint market. The most popular containers are the cans of 1 gallon and $\frac{1}{4}$ gallon each, which retail at \$3 per gallon. Linseed oil in drums of 50 gallons comes from Holland and the United Kingdom largely. Turpentine is shipped from the United States in 1-gallon cans. There is a good trade in paint brushes, which appear to be best supplied by the United Kingdom. The market imports about 1,000 kilos per year. White lead is mostly supplied by Belgium, followed by Germany and Holland. The former sent 1,864 kilos valued at 1,281 bolivars for the first six months of this year.

TRADING WITH COLOMBIA

TRADE COMMISSIONER J. CORMACK

III

FOREIGN TRADE

The latest official trade returns, although printed in 1927, are applicable to calendar year 1924 and are therefore too old to be used here. Figures applicable to Canada are not separately entered, and are largely credited to the United States, through whose ports the goods are shipped. The Republic's trade totals for the years 1925 and 1926, issued unofficially, indicate an increase in volume. In 1925, imports totalled 351,795,123 kilograms valued at \$85,829,707, and exports 371,725,033 kilograms valued at \$84,363,382. Per capita of populations, imports represent \$12.40, and exports \$12.19. In 1924 the imports were nearly 40 per cent less and exports 16 per cent less. In 1926 imports (exclusive of parcel post goods) were valued at \$111,717,499, and exports at \$111,440,641, showing a considerable increase over both the previous years. Canada now appears both as buyer and seller, but the figures attributed to the Dominion are much less than they should be.

The returns of the Dominion Bureau of Statistics for the fiscal year ending March 31, 1927, show Canadian exports to Colombia valued at \$1,349,315 against \$683,700 in the previous fiscal year. In fiscal year 1927 exports of automobiles were valued at \$426,366; rubber tires, \$145,683; musical instruments, \$145,673; cotton duck, \$33,523; rubber boots and shoes, \$25,006; canned salmon, \$22,972; aluminum, other, \$26,077; cement, \$18,818; copper wire and cable, \$16,429; wallpaper, \$15,744; cordage, rope and twine, n.o.p., \$15,305; and canned fruits, including jam, \$13,591.

Normally about 80 per cent of the exports of Colombia go to the United States, and 50 per cent of the imports are from that country. Great Britain supplies about 25 per cent of the imports, more particularly textile fabrics of all kinds, and hardware. Germany and other Continental countries have a fair share of the import trade, the first-mentioned having made considerable progress in many lines. The revenue of the country (largely import duties) has shown a steady increase during the past four years as follows: 1922, \$21,876,558; 1923, \$33,315,105; 1924, \$33,470,338; and 1925, \$46,239,636. This increase, and the fact that foreign exchanges have shown no tendency to rise, indicate the satisfactory state of Colombian trade. With the gradual development of the Republic's economic activities, increasingly important openings for business will present themselves, and the fullest advantage may reasonably be expected to accrue to those Canadian firms who establish early a foothold in the market.

According to Colombian statistics the imports of the Republic for 1926 from the principal countries of consignment were as follows:—

United States	\$53,086,086	Ecuador	\$ 611,745
Great Britain	17,157,793	Denmark	459,819
Germany	13,093,727	Japan	451,697
France	6,499,232	Panama	302,075
Belgium	3,800,395	Switzerland	285,877
Italy	3,478,000	Costa Rica	191,653
Holland	2,494,963	Canada	147,303
Spain	1,995,172	Dutch West Indies	127,780
Venezuela	630,339		

Exports from Colombia for calendar year were sent to the following countries:—

United States	\$95,979,048	Spain	\$ 362,848
Venezuela	4,864,212	France	301,695
Great Britain	4,279,748	Panama	279,864
Holland	2,792,855	Italy	116,026
Germany	1,381,190	Switzerland	110,545
Belgium	885,760	Canada	107,769

Imports from Colombia into Canada were valued at \$1,117,046 in fiscal year 1927 against \$693,058 in the previous year, green coffee accounting for \$770,023 of the former total, and petroleum, crude, natural, for \$334,925.

PACKING

Good packing is of great importance in shipping to Colombia. The hazards of transshipment and of reloading, and the danger of pilferage en route, call for robust packing. On the other hand, the Customs Tariff is levied largely on gross weight, and packing should therefore be as light as possible. Goods requiring transport by mule-back should be in packages of not more than from 150 pounds to 175 pounds, and the measurements should not exceed 50 by 30 by 20 inches. Heavy and large machinery packages should be sectionalized in strong crates to avoid breakage and damage. Smaller goods liable to pilferage should be wrapped with wide-mesh thin flexible galvanized wire netting before packing. Compressed fibre suits the climate better than wood, and waterproof coverings are needed for inland deliveries. The exporter should seek and follow closely the advice on packing of his agent and customer. The packer should familiarize himself with the Colombian tariff classifications, so as to make sure that all the goods in the same package pay the same rates, otherwise they will all have to pay at the highest rate, unless all the shipping documents are carefully drawn apportioning the various net weights of contents accurately. Goods that are free of duty should be packed in containers made of materials of little value, otherwise the packing will be dutiable.

REPRESENTATION

In all the commercial centres in Colombia there are numerous manufacturers' agencies, both native and foreign. Of the foreigners perhaps the Germans are most numerous. They usually marry Colombian women, settle down in the country, and are therefore the best salesmen. The placing of an agency should be a matter of careful personal selection, and proof obtained of the agent's experience, ability and integrity. Personality counts for very much in Colombia in the securing of business. In an immense and diversified country, where the communications are admittedly bad, care should be taken to limit the extent of the agent's territory. He naturally wants the whole country and to appoint sub-agents in other centres, but split commissions are not conducive to results, and, as has already been pointed out, some of the different trading areas are detached and therefore warrant the appointment of separate agents.

Export commission houses in London, New York, and Continental cities also do a large share of Colombian trade except in textiles, which are handled largely by jobbing houses selling direct to the large importers. In Colombia most of the established storekeepers do not specialize in any particular lines, but carry nearly everything which commands a ready sale. They cannot buy with much knowledge of goods or overseas markets and prices, nor can they place large orders in any one line. Accordingly it is to their advantage to employ the services of the commission houses, which in many cases undertake to buy their coffee, hides, etc., and run a current account. The appointment of resident local commission agents would best suit the needs of the average Canadian exporter. Goods should not be shipped on consignment.

Colombia has excellent steamship communications with Europe and the United States.

BUYING SEASONS

Buying seasons in Colombia vary. The prospects for the Christmas trade, coffee crop prices, and the state of the Magdalena river, are the major factors affecting buying. In the interior, orders for the Christmas trade are placed as early as nine months before that time, but six months more or less suits the

coast towns. Wholesaling importers usually sell at six months' time, payment being made to them about the end of the year, after the coffee crop is harvested. Generally speaking, salesmen report that the months from June to September are the best during which to canvas the country for orders, but Canadians contemplating a selling visit should consult the Supervisor of the Royal Bank of Canada at Bogota, or Dr. Alfredo Crotezar Toledo, Chief of the Natural Bureau of Information and Propaganda, Bogota, both of whom have the latest information and advice on all such matters, and will be pleased to give their help if so requested.

Mr. Lomax, H.B.M. Consul at Bogota, and the Supervisor of the Royal Bank of Canada there, and managers of their many branches, are all keen to assist Canadian exporters with advice and information about opportunities of doing business in Colombia. Senor Gonzales, the Colombian Consul General in Montreal, has also offered his help. The office of the Canadian Trade Commissioner in Havana, Cuba, has considerable information regarding importers, agents, etc., on record, and would welcome the opportunity to be of assistance in developing trade between Canada and Colombia.

PROPOSED MARKING OF HONEY IMPORTED INTO THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, January 17, 1928.—The Merchandise Marks Committee appointed by the British Government for that purpose has issued a report favourable to an application made for the compulsory marking of imported honey with an indication of the country of origin.

The Committee recommend "that an Order in Council be made to require that all containers of imported honey, whether extracted or in the comb, be marked with an indication of origin, as defined in the Act, by means of printing, stencilling or branding on the container, or by means of printed labels, on sale wholesale, on exposure for sale by retail and on sale by retail." The Committee, however, does not favour the marking of honey at the time of importation, and they also consider it unnecessary to prescribe the size of the lettering for different classes of containers, because they consider that this is already covered by the provision of the Merchandise Marks Act calling for conspicuous marking.

The Committee also recommend that compulsory marking should include all blends or mixtures of honeys from different countries, and that "the indication of origin to be prescribed should be, at the option of the person, applying the indication, either:—

- (a) in the case of honey derived entirely from countries within the Empire, the word "Empire", and in the case of honey derived entirely from foreign countries, the word "foreign"; or
- (b) a definite indication of all countries of origin of the honeys forming the blend or mixture; or
- (c) the words "Blended Imported".

The Committee suggest that the compulsory marking should become effective as far as the wholesale trade is concerned, three months after the date on which the British Government issue the order. An additional three months, or six months in all, is granted to the retail trade in order to allow retailers to dispose of unmarked stocks on hand.

It is necessary to point out that the Committee's recommendation is only a report to the British Government. It is at present unknown whether the Government will accept the recommendation. In the case that the Government issue a draft order in favour of the compulsory marking of honey, the measure must receive the approval of Parliament before it can be put on the Statute Book. The further delay which would occur before the order becomes operative is indicated above.

FURTHER AMENDMENTS IN AUSTRALIAN TIMBER DUTIES

TRADE COMMISSIONER D. H. ROSS

Melbourne, December 27, 1927.—After considerable debate, and immediately before the adjournment of the Commonwealth Parliament on December 15 over the extended Christmas and mid-summer vacation), several important amendments to the alterations in the customs tariff—which became operative on November 25, 1927—were passed by the House of Representatives, and then became operative, but will not be reviewed by the Senate until late in February next.

The most important amendment affecting Canadian exports was embodied in recasting Item 291 relative to timber which—as introduced on November 25—substantially increased the duties on Douglas fir, whereas then the duties upon competing timbers from other countries remained unchanged.

The recasting of this timber item caused much contentious debate, but finally Douglas fir was not specifically referred to, and the new duties were made applicable to all classes of undressed timber (except redwood) imported into Australia from any oversea country.

Further (but again excluding redwood), the duties on dressed timber have been increased from 8s. 6d. (\$2.07)—as in the last tariff—to 15s. (\$3.65) per 100 superficial feet or board measurement. Thus the anomaly of dressed Baltic being admitted at lower duties than undressed Douglas fir has been removed.

Redwood, chiefly from California, used for joinery, sashes and doors, has—in comparison with other items of timber—received exceptional consideration in that the duties have not been increased. This timber being easily worked and capable of attractive finishing, is favoured by Australian wood-working factories. With the comparatively lower duties, it is considered by the timber trade that there will ultimately be considerable expansion in importations of this wood.

With fairly large stocks of timber held in the principal Australian ports, and shipments now on the water, importers consulted state that, while the increased duties may cause some curtailment in importations of Douglas fir, and lead to larger quantities of domestic hardwoods being used for some classes of building, yet the view is expressed that Douglas fir and Baltic timber essential for special work (and having the advantage of being easily worked) will continue to be imported in large quantities and the higher landed duty paid cost must necessarily add to the cost of construction. It is obviously premature to venture an opinion as to the ultimate result of the higher duties upon oversea timber, as it is now a question of conjecture, and time alone can demonstrate to what extent the customs duties may benefit Australian saw-mills cutting hard woods.

It may be emphasized that the “general tariff rates” only apply to importations of timber. For ready reference and general information, a comparison between the customs duties imposed prior to November 25 and the amended duties on timber operative from December 15, 1927, is submitted thus (Items 291 F, G, H, and L):—

Former Duties per 100 sup. ft.—	British Preferential Tariff	Intermediate Tariff	General Tariff
(F) Undressed, 12 in. x 6 in. and over (or its equivalent)—	3s.	3s.	4s.
(G) Undressed, 7 in. x 2½ in. and less than 12 in. x 6 in. (or its equivalent)	3s.	4s. 6d.	5s. 6d.
(H) Undressed, less than 7 in. x 2½ in. (or its equivalent)	5s.	6s.	7s.
(L) Timber, dressed, n.e.i.	6s.	7s. 6d.	8s. 6d.
Amended Duties per 100 super. ft.—			
(F) Undressed, n.e.i., in sizes of 12 in. x 6 in. (or its equivalent) and over:			

Amended Duties per 100 super. ft.— <i>Con.</i>	British Preferential Tariff	Intermediate Tariff	General Tariff
(1) Redwood per hundred super. ft...	3s.	3s.	4s.
(2) Oregon for use underground for mining purposes as prescribed by Departmental Bylaws	Free	Free	Free
(3) Other	8s.	8s.	8s.
(G) Undressed, n.e.i. in sizes of 7 in. x 2½ in. (or its equivalent) and up- wards, and less than 12 in. x 6 in. (or its equivalent)—			
(1) Redwood, per hundred sup. ft. . .	3s.	4s. 6d.	5s. 6d.
(2) Other	9s. 6d.	9s. 6d.	9s. 6d.
(H) Undressed, n.e.i., in sizes less than 7 in. x 2½ in. (or its equivalent)—			
(1) Redwood, per hundred sup. ft. . .	5s.	6s.	7s.
(2) Other	11s.	11s.	11s.
(L) Dressed, n.e.i.—			
(1) Redwood, per hundred sup. ft. . .	5s.	7s. 6d.	8s. 6d.
(2) Other	12s.	14s.	15s.

The above table comprises all the alterations in the timber schedule; the duties on box shooks and other timber items remain unchanged.

OTHER AMENDMENTS TO TARIFF

In addition to the recasting of the timber schedule, some minor amendments of the alterations to the duties imposed on November 25 were passed by the Commonwealth Parliament on December 15, 1927. These amendments were comprised in gramophone records, items excluded from motor car chassis, and various lines of brushware, particulars of which can be obtained on application to the Department of Trade and Commerce, Ottawa.

MACHINERY FOR MARKET OF SOUTH AFRICA

Notification has been received from the office of the Canadian Trade Commissioner at Cape Town, South Africa, that the principal of a large firm at Johannesburg will visit Canada early in February. The company in question are an old-established concern and hold well-known European, Canadian, and American agencies for different kinds of machinery. They are interested in obtaining agencies or sole distribution rights for the Union of South Africa and Rhodesia of Canadian firms manufacturing the following:—

Threshing machinery, mainly combined thresher-reapers; road machinery of all types; auto trailers; dump trailers; windmills, etc., etc.; well-drilling machinery; Pasteurizing and dairy machinery; oil engines; high-pressure water tube boilers, and various other lines.

Canadian firms who are exporting any kind of machinery to the territories named, or who may be interested in doing so, are requested to communicate with the Department of Trade and Commerce at Ottawa, in order that they may be placed in contact with the representative of the Johannesburg firm.

SWEDISH ECONOMIC SITUATION

The economic situation in Sweden during the third quarter of 1927 was favourable, and the foreign trade brisk. Allowing for changes in the value of money, the export figures for the last few months have been the highest recorded. The usual excess of imports for the spring months, which, by the way, was very small in 1927, has been eliminated and replaced by an excess of exports. Thanks to the favourable trade balance, the net claims abroad of the Swedish banks have been further increased.

In the wood-pulp industry producers of mechanical pulp organized, in October, a common sales organization called Svenska Trämassekompaniet (the Swedish Mechanical Pulp Company), and it is hoped by this means to secure greater stability both in prices and in production.

LUMBER EXPORTS FROM THE U.S.S.R.

[1 rouble = say 50 cents.]

ASSISTANT TRADE COMMISSIONER J. C. MACGILLIVRAY

Hamburg, January 12, 1928.—Lumber occupies an important position among the various goods exported from the Soviet Union, says the Bank for Russian Trade, London, in a recent review on the subject. The following table shows the total exports and the position occupied by lumber amongst the various export commodities since the resumption of foreign trade by the Soviet Union and in 1913. The figures given are in thousand roubles:—

	Total U.S.S.R. Exports	Prices f.o.b. Net Cash	Percentage of Total Exports
1913.	1,420,949	164,930	11.6
1921-22.	63,916	17,110	26.8
1922-23.	133,242	33,474	25.1
1923-24.	369,942	69,941	17.3
1924-25.	575,258	70,203	12.2
1925-26.	676,620	58,240	8.6
1926-27.	770,543	79,777	10.4

As can be seen, the export of lumber from the Soviet Union is still lagging behind as compared with the pre-war period, and in the past 1926-27 financial year it amounted only to 54 per cent of that of 1913, or in figures 270 million cubic feet, as compared with 464 million cubic feet, and by value to 48.4 per cent.

It must, however, be taken into consideration that the pre-war figures include the exports from the extensive territories of Russian Poland, Lithuania, Latvia, Estonia, which have now been severed from the Soviet Union.

The retardation in the development of lumber export trade during the last few years has been to some extent due to shortage of capital. At present the output possibilities of the existing saw-mills are limited and the erection of new mills or the introduction of new equipment in the existing ones would be necessary to increase considerably the output of sawn lumber. During the last year four new mills have been erected: two in Leningrad, one in Ust Luga, and one near the mouth of the river Petchora. No new mills have been erected recently in the White Sea region, which is the principal export area of the Soviet Union. In the year 1928-29 a new mill will be started at Mazane by the Severoles, and this is the only one to be erected during next year.

During the financial year 1927-28 a sum of 19.6 million roubles will be invested in the lumber industry, but this is considered insufficient to satisfy the requirements of the export trade. The projected erection of mills and factories in Archangel for the production of 60,000 standards of lumber and 100,000 tons of cellulose has now been postponed for one year.

During the last few years a number of decisions were taken, the effect of which was to facilitate the lumber exports from the Soviet Union. However, for a further increase of the export possibilities of the Soviet Union extensive capital investments would be required.

At the end of November arrangements were entered into with English bankers for the financing of lumber exports to the extent of about twenty-five million roubles (£2,600,000), and more credit facilities are likely to be granted in the near future.

The export plans which were drawn up for the past 1926-27 financial year have even been exceeded, thanks to the favourable conditions on the international market. The total value of the exported lumber exceeded that of the previous year by nearly 37 per cent.

The prospects for lumber export for the current year continue favourable. Of late there has been an increased demand for Russian lumber, not only in Europe, but in the United States, Australia, the Argentine, and in Africa.

The extension of the export plans are, however, somewhat limited by the export possibilities of the Soviet lumber industry, considering that large investments are necessary to utilize fully the lumber resources of the Soviet Union. With a view of remedying this difficulty, the Supreme Economic Council and the People's Commissariat for Trade have elaborated several projects which should increase considerably the export possibilities of the Russian lumber industry, particularly in the White Sea regions.

The territory under forests in the Soviet Union amounts to 824.8 million hectares. Of this total area, 801.9 million hectares are situated in the R.S.F.S.R., 9.1 million in the Turkmenistan Republic, 4.4 million in the Transcaucasian Federation, 3.7 million in the Ukrainian Republic, and 5.7 million in the other republics.

Of the forests situated in the Union, 799.3 million hectares belong to the State, and 25.5 million have been handed over to the various peasant communities to be utilized for local needs.

The forests are chiefly situated in Asiatic Russia, the area in European Russia amounting to 170.9 million hectares. Only about 40 per cent—155.2 million hectares—of the forests suitable for exploitation are at present utilized.

TRADE AND ECONOMIC CONDITIONS IN CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, January 6, 1928.—Trade and economic conditions during the month under review showed a slight but steady improvement towards normal, as a result of the cessation of heavy fighting between the North and South. Advance figures, however, just issued by the Chinese Maritime Customs shows graphically the direct effect on trade on disturbed political conditions, particularly in Shanghai, Hankow, and Canton, where the greatest stoppages of trade owing to civil warfare occurred.

The total revenue for 1927 amounted to 68,687,000 Haikwan taels, a net decrease of 9,435,000 taels compared with 1926. The revenue collected in Shanghai declined by 7,025,000 taels; in Hankow by 2,263,000; and in Canton by 1,538,000 taels.

On the other hand, trading conditions in North China and Manchuria showed a distinct upward trend resulting from the freedom from civil warfare and military interference. Tientsin showed an increase of 920,000 taels; Dairen, the chief port for South Manchuria, an increase of 341,000; Harbin, the trading centre for North Manchuria, an increase of 288,000; and Antung, at the junction of Korea and South Manchuria, an increase of 105,000 Haikwan taels.

Official advices from the Chinese Maritime Customs state that all foreign loans and indemnity obligations secured on the Customs, including the service of the Reorganization Loan, have been met in full. The cost in silver of the above gold obligations was 60,611,000 taels as compared with 53,183,000 in 1926, owing to the higher silver rate of exchange in 1926.

The service, both interest and redemption, of all domestic loans secured on the cancelled indemnities has been met in full, and the interest on domestic loans secured on the Customs surplus which is under the control of the Inspector General of Customs, has also been met, but owing to the deficiency in revenue no redemption payments will be made. The redemption payments of the consolidated debt are therefore now two years in arrears.

Forward trading in practically all commodities is extremely quiet at the moment due to the approach of the China New Year, which is the annual settlement period for all Chinese firms.

Canadian trade with China in the principal items of export continues satisfactory, with the exception of wheat. Flour is moving more freely and timber purchases have increased. A number of new sundry lines have been introduced. The Dominion continues to supply the bulk of British Army requirements.

FOODSTUFFS IMPORT TRADE OF CHINA

TRADE COMMISSIONER L. M. COSGRAVE

[The currency referred to in this report is the Haikwan tael, the value of which has been taken at approximately 80 cents Canadian currency. One picul equals 133½ pounds.]

I

Shanghai, December 6, 1927.—The Chinese Maritime Customs figures for 1926 have now been published. Imports are classified under approximately thirty-two headings; in twenty-three commodities increases are recorded.

For the benefit of Canadian shippers the following figures have been prepared showing the position of two chief competing countries as compared with Canada.

Special attention is called to the total imports in the majority of classifications as indicating the extremely promising market that China offers, and the surprising percentage increase of trading that has taken place during the two years under review, despite the prevailing trade and economic disturbances. These disturbances, however, have in practically all cases been confined to either the interior centres or to ports not under foreign administration. In the main trading centres such as Shanghai, Tientsin and Dairen, importers have continued to import and distribute with very little difficulty either from a financial or shipping standpoint. This situation speaks well for the aggressiveness and excellent organization of those foreign and sino-foreign firms who handle the bulk of foodstuffs imports, particularly American, Japanese and British houses, who have established excellent co-operation with their suppliers abroad. This result has only been achieved, however, by periodical visits of foreign exporters to their agents in China and wholehearted spirit in meeting the changing conditions throughout this growing territory both in a financial, advertising and co-operative way.

Competition in foodstuffs is, of necessity, extremely keen, and as Western methods of salesmanship and advertising are gaining a strong foothold amongst the younger Chinese merchants, successful import and export houses must keep abreast all the time and be prepared to supply such advertising media as hand-bills, window display cards, attractive samples, etc.

Again as many foodstuffs are new to this market, the Chinese buyer is naturally attracted to those packages which stand out by virtue of their attractive labels, colouring and containers, the inside quality being depended upon to produce repeat orders. In establishing contact with China import houses, it is of very little use to send prices only by mail, as samples c.i.f. main China ports price, and are absolutely essential.

Salt Herring.—Canada continues to lead in the export of this commodity to China, which readily absorbs about half the entire Canadian pack. Imports were valued at 2,641,426 taels in 1926 as compared with 1,909,307 taels in 1925, of which Canada supplied to the value of 1,153,405 taels in 1926 as compared with 454,652 in 1925. The United States ranked second with 601,997 taels against 584,027 and Japan third: 539,178 against 293,668. In connection with these figures, however, it should be stated that a proportion of the shipments from both the United States and Japan originated in Canada, but were exported by nationals of these two countries in their own ships, and were thus credited to these countries by the Chinese Maritime Customs.

Fish, Salt, not otherwise recorded.—This classification covers such items as Alaskan and Japanese salmon, halibut, mackerel, and seasonal shipments from nearby shipping areas. Imports in 1926 were valued at 5,864,290 against 5,799,401 in 1925. Japan was the principal supplier (3,072,617 against 1,547,112), followed by Macao (972,202 against 1,447,025) and the United States (4,374 against 5,571). Canada is credited with a total of 13,509 taels in 1925; no shipments were recorded during the year under review.

There appears to be a useful market for Canadian frozen salmon and halibut, as the demand for fish of all kinds is extremely steady and forms a large percentage of a staple Chinese diet.

Prawns and Shrimps, Dried, in Bulk.—China is a large consumer of shell fish and imported in 1926 to the value of 1,295,962 taels as compared with 1,471,940 in 1925. Japan is the chief supplier; but the United States increased her shipments during the past two years (76,909 against 38,127). Shipments from Canada began during the year under review with a total of 8,023 taels.

Fishery and Sea Products Not Otherwise Recorded.—The importance of the China market for fishery products is again emphasized in the total under this heading, which amounted to a value of 3,832,709 taels in 1926 as compared with 3,491,043 in 1925. Japan was again the chief supplier: 2,036,948 against 1,158,813. This increase appears to have been at the expense of Hong Kong, which ranks next in importance with a total of 837,367 against 1,303,165. Canada is credited with a total of 1,492 taels in 1926 as compared to 2,468 in 1925. A large market is available for all classes of fishery products in China, and shippers would be well advised to give serious consideration to the question of marketing their product in this territory.

Fruits, Table and Pie.—Imports of canned goods of all kinds are expanding steadily throughout China and amounted to a total of 347,925 taels in 1926 as compared with 252,274 in 1925. The United States is the principal contributor (205,347 taels against 147,580), followed by Hong Kong and the Straits Settlements (60,345 against 61,524). Trial shipments were sent from Canada during the year under review. This commodity has previously been confined to the foreign population throughout China, but the steady westernization of the Chinese buying public leans also towards foodstuffs, and it is expected that imports of canned goods of all kinds will increase rapidly in the near future.

Milk, Condensed.—Imports totalled 1,371,061 taels in 1926 against 1,252,274 in 1925: the United States, 850,171 against 705,284. Imports through Hong Kong (which include Continental and Australian supplies) totalled 60,345 and 61,524 in the respective years. Canada entered the market for the first time during the year under review with a total of 45,000 taels.

Canadian condensed milk has recently secured the British Army tender, and definite agencies have been established in Shanghai and Hong Kong.

Cream and Milk, Evaporated or Sterilized.—Imports into China under this heading amounted to 495,309 taels in 1926 as compared with 400,098 in 1925: United States is the principal source of supply (401,287 against 344,332), followed by Italy (28,272 against 21,543). A trial shipment has been made from Canada. This class of tinned milk is gaining favour rapidly with Chinese buyers.

Biscuits.—Imports of biscuits, both soda and fancy, were valued at 488,374 in 1926 as compared with 368,074 in 1925. Great Britain is the leading supplier (248,410 against 169,586). The United States have increased their shipments in the past two years and supplied a total of 117,244 in 1926 as compared to 80,836 in 1925. Trial shipments have been received from Canada.

Competition in this commodity is extremely keen with most of the celebrated foreign makes well established, but as rapid shipment is available from the Dominion, and the market is steadily growing, there appears to be no reason why Canadian biscuits should not secure a satisfactory footing, particularly in North China and Manchuria.

Canned Goods Not Otherwise Recorded.—This classification appears to cover a certain proportion of canned salmon, canned meats, potted meats, jellies, and confectionery. Imports, 1926, 1,165,686 taels; 1925, 1,076,278: the United States, 479,203 against 343,929; Great Britain, 108,832 against 105,073; Japan, 328,091 against 518,814; Canada, 5,713 against 2,900.

The Chinese buyer is showing more and more interest in the numerous varieties of tinned foodstuffs, and an attractive package reasonably priced secures a ready sale.

Cheese.—Imports, 1926, 1,165,686 taels; 1925, 1,150,864: the United States, 72,051 against 79,074; France, 25,527 against 26,099. Canada's exports showed a pronounced decrease: 9,077 against 19,791. The demand for Kraft cheese is increasing steadily and now forms the chief item in cheese imports into this country.

Butter.—China's imports of butter show a very satisfactory increase: 890,405 against 789,450 taels: Australia, 223,629, a decrease as compared with 1925; Hong Kong, 300,297 against 110,388. (This latter amount, however, includes a proportion of Australian and New Zealand shipments which transhipped at Hong Kong for North China ports.) Canada's position is fairly satisfactory: 213,237 against 173,010 taels. Regular importers should be furnished with samples of Canadian supplies immediately the season commences, together with an approximate idea of prices in bulk. A number of importers state that a large amount of unnecessary cabling is required each year in an endeavour to secure the season's prices and samples.

In view of Canada's comparatively close geographical position as compared with Australia and more rapid delivery, it would appear that with close co-operation between the shippers and importers on this side Canada should secure the bulk of this trade.

Chocolate.—This item includes confectionery supplies, cooking chocolate, and coatings. Imports, 1926, 237,403 taels; 1925, 151,100: France, 130,538 against 96,919; the United States, 30,575 against 28,026. Canada has been a very small supplier.

Cocoa and Confectionery.—This item has shown a rapid increase, the total for 1926 being 952,679 taels against 581,324 in 1925. Japan is the largest supplier: 389,620 against 244,167. The sale of British brands has been considerable. 199,118 taels against 117,442 in 1925. The United States ranks next with 151,474 against 86,940. Canadian firms are rapidly securing a firm hold in chocolate bars and boxes: 43,006 taels in 1926 against 22,805 in 1925.

Coffee.—This commodity has shown a decrease, with imports amounting to only 183,156 taels against 233,637 in 1925. The United States supplied the largest proportion: 46,219 taels against 52,640. Great Britain ranks second: 30,193 against 26,773. Singapore and the Straits Settlements supplied 28,304 against 61,292.

Macaroni and Vermicelli in Bulk.—China is a large importer of this commodity, but the disturbed conditions throughout the interior resulted in a severe drop in 1926: 443,138 taels as compared with 1,002,663 in 1925. Of this total, Hong Kong and the Straits Settlements supplied 293,485 taels against 736,991. Japan increased its exports slightly: 18,574 against 13,768. The United States ranks next with 16,056 against 27,900. There were trial shipments from Canada.

Bacon, Hams, and Meats, Prepared or Preserved, in Bulk.—Imports of bacon, hams, and meats amounted to a total of 333,751 in 1926 as compared with 250,029 in 1925. The United States total exports amounted to 27,610 against 25,553. Great Britain contributed 85,814 against 77,616, while Canada's supplies show a severe drop with 1,916 against 8,541. Importers advise that Canadian shipments have shown a definite increase in the past few months.

Animal Products and Groceries Not Otherwise Recorded.—This item covers a wide variety of groceries and provision supplies: 700,978 in 1926 as compared with 689,254 in 1925. Of this total Australia and New Zealand supplied 205,542 against 48,135, and the United States 127,343 against 95,921.

Apples, Fresh.—A definite increase is recorded in this import, with a total of 715,886 taels against 425,057 in 1925. Of this total, Japan and Korea continue to be the chief suppliers with 370,517 against 177,628. The United States ranks second with 204,878 against 107,629. Canadian shipments also showed a slight improvement with 38,239 against 34,214. Competition with Japan is keen owing to her geographical proximity, but the late winter varieties from Canada should be able to enter this market.

Flour, Wheat.—An increase was recorded in flour imports: 23,712,503 taels as compared with 14,904,833 in 1925. Japan was the leading supplier in North China and Manchuria, the largest consuming area: 8,714,179 taels against 5,042,882 in 1925; followed by the United States with 7,880,345 against 5,088,496. Canada's increase was particularly noteworthy: 5,240,690 against 1,488,410.

Flour Not Otherwise Recorded.—This item stood at 438,197 taels in 1926 against 429,534 in 1925. Japan supplied the bulk with 162,870 taels against 175,687 in 1925. The United States ranks second with 46,716 against 25,082. Canada's total was 776 against 1,161.

Wheat.—This item shows a total of 17,965,194 taels in 1926 against 2,654,747 in 1925. Canada supplied the largest share with 13,025,925 against 2,455,893, followed by the United States with 2,851,980 against 422,851. Australia is credited with 2,050,979 in 1926 only.

Fruits, Fresh, Dried or Preserved.—This item showed a total of 1,165,563 in 1926 against 1,314,148 taels in 1925: Japan, 499,747 against 230,624; the United States, 126,930 against 66,213.

Vegetables, Dried and Fresh (including Potatoes).—Imports amounted to 485,612 taels in 1926 against 578,512 in 1925: Japan, 331,129 against 287,528; the United States, 4,932 against 2,845 in 1925; Canada, 1,301 against 2,207.

CONCLUSION

The above figures cannot be considered other than as an imperfect guide to the volume of trade in foodstuffs, as the Maritime Customs do not take strict account of sources of origin because a general tariff exists for all countries. As a result, the last point of shipment may receive the credit for goods which have actually originated in another country.

These figures, however, will serve to emphasize the fact that, despite the troubled conditions which have existed for the past few years, the volume of trade continues to increase in practically all classes of imports.

It is possible therefore that Canadian exporters seeking expansion would be well advised to give their serious consideration to the China market. This office will welcome detailed data, c.i.f. main China ports price lists, and convenient samples, which may be placed before the trade of this important territory.

GERMAN FISH MEAL MARKET REPORT

C. I. ROOKE, OFFICE OF THE TRADE COMMISSIONER

Hamburg, January 5, 1928.—The business in fish meal continues to be disappointing. The present state of the market is quiet and prices weak. The outlook for the immediate future is poor with uncertain prices. There is very poor demand and stocks are heavy and accumulating. There has been a general decline in prices and quotations on an average are down about 20 shillings. Scotch and Norwegian manufacturers are doing their best to attract business with reduced quotations. The following are the present prices c.i.f. Hamburg paid by importers, dependent upon quantity and reputation of shipper:—

Norwegian cod meal	£19 0s. to £19 10s. per 1,000 kg. (2,204 lbs.)
Scotch white fish meal.	£18 10s. to £19 10s. per long ton (2,240 lbs.)
English white fish meal	£18 10s. to £19 0s. per long ton
North American white fish meal	£18 10s. to £19 0s. per long ton
Norwegian north coast herring meal	£15 0s. to £15 10s. per 1,000 kg.
Norwegian west coast herring meal.	£15 10s. to £16 0s. per 1,000 kg.
North Pacific coast pilchard meal..	£15 10s. to £16 0s. per long ton

According to the shipping statistics of the port of Hamburg, approximately 1,988 metric tons of fish meal arrived from Norwegian ports and Iceland during the month of December as compared with 3,733 tons in November. There arrived from British ports at Hamburg during December 901 long tons of fish meal as against 1,088½ tons in November. The arrivals from United States ports in December were 404 long tons, of which 209 tons came from Boston, 125 tons from Jacksonville, and 70 tons from New Orleans. This compares with 444 tons from these ports in the previous month. From Montreal 129 long tons arrived in December as against 104 tons in November, while shipments totalling 39,872 sacks of fish meal arrived from Vancouver at Hamburg during December as compared with 77,685 sacks during November. Other arrivals of fish meal in December included 2,919 sacks from Spain and Portugal, 1,000 sacks from Setubal, 833 sacks from La Plata, 823 sacks from South and East Africa, and 162 sacks from the Malabar Coast. In addition there also arrived 17,322 sacks of fish guano, of which 8,283 sacks came from Great Britain and India, 7,745 sacks from Scandinavia, and 1,294 sacks from Spain and Portugal.

CONDITIONS OF SHIPPING IN JAPAN

ACTING TRADE COMMISSIONER RICHARD GREW

Kobe, December 22, 1927.—Signs of depression have begun to be observed in Japanese shipping business since the latter half of August, whereas a prosperous condition prevailed during the first half of the year. The steamer freights maintained a firm tone in September but there was a sudden drop in October. A conspicuous decline took place in November when rates fell precipitately. Coal freights dropped to 90 sen in the early part of November, bean cake rates to 8 sen, and lumber to 95 sen. Other freights also sagged. Charterage also fell off.

As to the allocation of tramp steamers, ships working the nearsea service on November 10 totalled 1,922,600 tons, a gain of 174,000 tons over the corresponding period of last year. This, however, is not balanced by the sharp drop of steamer freight rates. Lumber shipments from Saghalien ceased toward the latter part of September and consequently ships engaged in this trade had to seek other employment.

The tonnage on the Saghalien and Hokkaido services on September 10 amounted to about 677,000 tons, but it declined to 486,000 tons and further to 399,000 tons in November. On the contrary, ships on the Vladivostok, North China, Korea, Kyushu and Shanghai services have increased since September. This fact shows ships hitherto working the lumber trade had turned to these services. There was surplus space for all these lines, due to the fact that Manchurian staple products are not being shipped actively, that the demand for coal is falling following the rise of price, and that commercial transactions on the North China service remain depressed, as a result of the continued uncertain war situation.

The tonnage of tramp ships in the nearsea service at the end of September was 1,993,330, at the end of October 2,024,984, and at the end of November 1,922,697 tons.

A fair extent of business prosperity has been observed on the deepsea service: the tonnage at the end of September was 1,250,553; at the end of October, 1,275,305; and at the end of November, 1,360,631. Japanese ships working the European and American Atlantic services have realized good business profits through the active shipment of cereals from North and South America. Cargo wheat from Australia also has increased. The Japan-American service failed to yield fair results, due to excess space. Active lumber shipment from Pacific ports to Japan in anticipation of a tariff revision here was only temporary. The shipment of Indian cotton and mineral ores from the South Sea islands to Japan is the most profitable for Japanese ships on the deepsea service at present.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Marking Meats, etc., Entering England

It has been announced that applications for an Order in Council requiring marking under the Merchandise Marks Act, 1926, in respect of imported meat, bacon, ham, and lard entering Great Britain have been withdrawn. These products therefore will not at present be the subject of an inquiry under the Merchandise Marks Act.

Bleached Flour Not Permitted Entry into New Zealand

Mr. C. M. Croft, Canadian Trade Commissioner, calls attention to the New Zealand import regulations under which bleached flour is a prohibited importation. Under the New Zealand Customs Act the import is prohibited of every article the sale of which in New Zealand would be an offence against the Sale of Food and Drugs Act. The text of the regulations under the Food and Drugs Act relative to flour is as follows:—

Flour shall be the fine, clean, and sound product obtained by bolting wheatmeal. It shall not be artificially bleached, nor shall it be sprayed at any stage of its production. It shall contain not more than fourteen parts per centum of moisture, not less than one and three-tenths parts per centum of nitrogen, not more than five-tenths parts per centum of fibre, and shall yield not more than one part per centum of ash. It shall not contain any added substance.

Canadian Goods for Trinidad Sold through Foreign Indent Houses

Mr. R. T. Young, Acting Trade Commissioner in Trinidad, recently obtained a ruling from the Trinidad Collector of Customs respecting Canadian goods sold through New York indent houses for export to Trinidad. The indent house in question receives the order from the West Indian customer and in return places it with a Canadian firm. The invoice for the goods is made out to the New York indent house and the shipment is consigned to it in bond. The Canadian firm receives payment from the New York indent house. Canadian goods exported to Trinidad in this manner, the Trade Commissioner reports, would come under the general tariff. It may be noted that one of the regulations in Trinidad governing the application of preferential tariff is that goods, the produce or manufacture of any part of the Empire, imported or reconsigned from a foreign country, shall not be admitted to preference.

Barbados Preferential Tariff on Optical Goods

A regulation dated December 6, 1927, in Barbados provides new conditions for applying the British preferential tariff to "optical glass and optical elements, whether finished or not, microscopes, field and opera glasses, theodolites, sextants, spectroscopes and other optical instruments; component parts of the above." In order to qualify for preference, it is required that 75 per cent of the value be British content instead of 25 per cent which is the proportion in the case of other goods.

St. Kitts-Nevis: New Preference on Fibro Asbestos Roofing

Mr. R. T. Young, Acting Canadian Trade Commissioner, Port-of-Spain, Trinidad, reports that St. Kitts-Nevis announces the abolition of the duty and wharfage rate on fibro asbestos roofing of Empire origin for the year beginning January 1, 1928. As the goods are apparently unenumerated in the St. Kitts-Nevis tariff, the British preferential rate would have been 10 per cent ad valorem. The corresponding general tariff rate is 15 per cent ad valorem.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department, Wellington, as follows: 50 miles wire, 1/20 tinned annealed copper, vulcanized india rubber insulated, braided (tenders close February 18); 300 switches, 1 key 6 point, 2 position; 1,500 cords, telephone, 4 conductor; 1,000 cords, dial, 4 conductor; 36 cords, conductor (tenders close February 28).

These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary (Stores Division), General Post Office, Wellington, in accordance with these specifications.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

70. CANNED SALMON.—A firm in Hamburg, Germany, wish to get in touch with Canadian exporters.

71. CANNED SALMON.—A firm in Cyprus are desirous of communicating with Canadian exporters of canned salmon. Prices c.i.f. Cyprus.

72. DRIED FRUITS.—A firm in Hamburg, Germany, wish to get in touch with Canadian exporters of dried fruits.

73. FRUIT PULP.—A Glasgow firm want to buy direct Canadian fruit pulp.

74. SYRUP.—A firm of Glasgow importers want to buy direct from Canada cane syrup in barrels.

75. CHEESE.—A firm in Hamburg, Germany, wish to get in touch with Canadian exporters of cheese.

76. PRESERVED EGG YOKE AND ALBUMEN.—A firm in Glasgow of produce importers want to buy direct from Canada preserved egg yoke and albumen.

77. DRIED MILK.—A Glasgow firm of produce importers want to import direct Canadian dried milk.

78. PICKLED BEEF.—A Chinese commission merchant at Paramaribo, Dutch Guiana, wishes to be placed in touch with exporters of pickled beef in barrels of 200 pounds.

Miscellaneous

79. SULPHITE PULP.—A firm in Berlin, Germany, are desirous of obtaining the agency of a Canadian company exporting bleached sulphite pulp for the manufacture of artificial silk.

80. CRYSTAL.—A Glasgow firm are open to consider representing a Canadian firm for cut crystal, chinaware and glass articles.

81. CANVAS SHOES.—A Cuban commission agent having connection with shoe houses desires to sell Canadian canvas rubber-soled shoes.

82. RUBBER FOOTWEAR.—A Glasgow firm desire to represent in Scotland and Northern Ireland Canadian manufacturers of rubber footwear.

83. RUBBER GOODS.—Dutch importer desires connection with Canadian manufacturers of rubber footwear, rubber heels, rubber soles, and goloshes.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING JANUARY 30, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending January 30, 1928. Those for the week ending January 23, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending	Week Ending
			January 23, 1928	January 30, 1928
Britain	£	\$4.86½	\$4.8841	\$4.8801
Belgium	Belga	.1390	.1396	.1395
Czecho-Slovakia	Krone	.....	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0394	.0394
Holland	Florin	.4020	.4042	.4040
Italy	Lire	.0526	.0529	.0530
Spain	Pes.	.1930	.1712	.1698
Portugal	Esc.	1.0805	.0500	.0500
Switzerland	Fr.	.1930	.1930	.1929
Germany	Reichs Mk.	.2382	.2387	.2386
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2666	.2664
Sweden	Kr.	.2680	.2693	.2687
Denmark	Kr.	.2680	.2683	.2680
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4675	.4690
Siam	Tical	.3709	.4575	.4575
India	Ruppee	.3650	.3681	.3681
United States	\$	1.0000	1.0018	1.0015
Mexico . . . . .	\$	.4985	.4865	.4850
Argentine Rep.	Peso (Paper)	.4244	.4278	.4276
Brazil	Mil.	.5462	.1206	.1205
Jamaica	£	4.86½	4.8725	4.8700
British Guiana	\$	1.0000	1.00½—1.02½	1.00½—1.02½
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.....	.6350	.6418
Batavia, Java	Guilder	.4020	.4035	.4035
Peru	Libra	4.8665	3.8900	3.8800
Singapore, Str. Settlement . . . . .	\$	.5678	.5700	.5718

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Explorer, Feb. 15; Canadian Ranger, Feb. 29—both C.G.M.M.; Beaverdale, Feb. 18; Montnairn, March 1—both Canadian Pacific.

To AVONMOUTH.—Concordia, Feb. 8; Gracia, Feb. 16; Carmia, March 1—all Anchor-Donaldson.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Downshire, Head Line, Feb. 22.

To CARDIFF AND SWANSEA.—Canadian Scottish, Feb. 8; Canadian Pioneer, Feb. 22—both C.G.M.M.

To GLASGOW.—Concordia, Feb. 8; Gracia, Feb. 16; Carmia, March 1—all Anchor-Donaldson; Brecon, Canadian Pacific, Feb. 18.

To LIVERPOOL.—Metagama, Feb. 10; Melita, Feb. 17; Minnedosa, Feb. 24; Montclare, March 2—all Canadian Pacific.

To LONDON.—Canadian Explorer, Feb. 15; Canadian Ranger, Feb. 29—both C.G.M.M.; Beaverburn, Feb. 11; Beaverdale, Feb. 18; Beaverhill, March 3—all Canadian Pacific; Comino, Feb. 11; Bay State, Feb. 25—both Furness Line.

To HULL.—Comino, Feb. 11; Bay State, Feb. 25—both Furness Line.

To MANCHESTER.—Manchester Producer, Feb. 11; a steamer, Feb. 25—both Manchester Line.

To ROTTERDAM.—Hada County, Feb. 7; Brant County, Feb. 21—both County Line.

To BORDEAUX AND HAVRE.—Porsanger, County Line, Feb. 14.

To HAMBURG.—Grey County, Feb. 6; Brant County, Feb. 21—both County Line;

Cairndhu, Feb. 7; Cairngowan, Feb. 21—both Thomson Line; Beaverburn, Feb. 11; Beaverhill, March 3—both Canadian Pacific.

To COPENHAGEN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Feb. 22.

To ITALIAN PORTS.—Valsavoie, Lloyd Mediterraneo Italian Service, Feb. 15.

To SOUTH AND WEST AFRICAN PORTS.—Bengula, Elder Dempster Line, Feb. 15.

To AUSTRALIAN AND NEW ZEALAND PORTS.—A steamer, New Zealand SS., Feb. 28.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Feb. 11; Canadian Carrier, Feb. 25—both C.G.M.M.; Adolf Bratt, Ocean Dominion, Feb. 24.

From Halifax

To ANTWERP.—Canadian Explorer, Feb. 17; Canadian Ranger, March 2—both C.G.M.M.; Arabic, Red Star Line, Feb. 26.

To CARDIFF AND SWANSEA.—Canadian Scottish, Feb. 10; Canadian Pioneer, Feb. 24—both C.G.M.M.

To GLASGOW.—Athenia, Anchor-Donaldson Line, Feb. 20; Rexmore, Furness, Withy, Feb. 25.

To LIVERPOOL.—Manchester Hero, Feb. 7; Nova Scotia, Feb. 25—both Furness, Withy; Aurania, Cunard Line, Feb. 27; Lapland, White Star-Dominion, Feb. 6.

To LONDON.—Canadian Explorer, Feb. 17; Canadian Ranger, March 2—both C.G.M.M.; Comino, Feb. 13; London Corporation, Feb. 20; Bay State, Feb. 27—all Furness, Withy; Antonia, Cunard Line, Feb. 20.

To HULL.—Comino, Feb. 13; Bay State, Feb. 27—both Furness, Withy.

To MANCHESTER.—Manchester Producer, Feb. 13; Manchester Corporation, Feb. 18; Manchester Regiment, Feb. 27—all Furness, Withy.

To ST. JOHN'S, Nfld.—Nova Scotia, Furness, Withy, Feb. 25; Silvia, Feb. 7, Feb. 21; Nerissa, Feb. 14, Feb. 28—both Red Cross Line; Farnorth, Farquhar SS., Feb. 11, Feb. 25; Magna, Newfoundland-Canada Traders, Feb. 20.

To SOUTH COAST NEWFOUNDLAND PORTS AND ST. PIERRE-MIQUELON.—Skipper, Farquhar SS., Feb. 14, Feb. 28.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Feb. 11; Canadian Forester, March 3—both C.G.M.M.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, Feb. 17; Canadian Otter, March 2—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, Feb. 10; Canadian Skirmisher, Feb. 24—both C.G.M.M.; Invernia, Feb. 17; Adolf Bratt, March 2—both Ocean Dominion.

To NEW ZEALAND PORTS.—Canadian Britisher, C.G.M.M., Feb. 25.

To AUSTRALIAN PORTS.—Canadian Victor, C.G.M.M., Feb. 25.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA)—Andalusia, Feb. 8; Caledonia, Feb. 22—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Canadian Pacific, Feb. 25.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, Osaka Shosen Kaisha, Feb. 19.

To YOKOHAMA (KOBE, MIKE AND HONG KONG).—Tyndareus, Feb. 21; Protesilaus, March 13—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, Feb. 8.

To MELBOURNE AND SYDNEY.—West Ivan, American-Australia-Orient Line, early February.

To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—West Conob, American-Australia-Orient Line, Feb. 13.

To HAVRE, ANTWERP AND BORDEAUX.—Arizona, Feb. 8; Georgie, Feb. 18; Zenon, Feb. 25—all Cie. Gle. Transatlantique.

To HAMBURG, ANTWERP AND BREMEN.—Osiris, Hamburg-American Line, Feb. 16.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Navigazione Libera Triestina, Feb. 9.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Gail, Feb. 9; Cardigan-shire, Feb. 24—both North Pacific Coast Line.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Montgomeryshire, Feb. 12; Moerdyk, Feb. 21—both North Pacific Coast Line.

To MANCHESTER.—London Importer, Feb. 15; Pacific Reliance, March 2—both Furness (Pacific) Ltd.

To KINGSTON, JAMAICA.—Canadian Miller, C.G.M.M., Feb. 6.

To PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), POINTE-A-PITRE (GUADELOUPE).—Dicto, Canadian Transport Co., March 3.

COMMERCIAL INTELLIGENCE JOURNAL

CANADIAN TRADE COMMISSIONERS

Argentine Republic

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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METRIC SYSTEM AND FARM MACHINERY: NOTICE TO EXPORTERS

At the Seventh International Conference of Weights and Measures held at Sèvres, France, in the fall of 1927, a proposal was made by Mexico and the Argentine that the British Empire and the United States should adopt the metric system, particularly in connection with agricultural machinery, grain handling plant, and the like.

As the desire on the part of Mexico and the Argentine is no doubt to get agricultural machinery to handle national crops in metric units, and as the same requirement applies to all countries using the metric system, the above is drawn to the attention of Canadian firms interested, so that machinery manufactured for export to metric countries may be made to metric values and measurements.

In threshing machinery, for instance, it is obviously essential that the weighing or measuring portion should be made to measure or weigh in hectolitres or kilograms and not in bushels, otherwise orders for such equipment must inevitably go to Germany, France, or Italy, etc.

REVIEW OF THE TRADE OF THE UNITED KINGDOM, 1927

TRADE COMMISSIONER HARRISON WATSON

London, January 21, 1928.—The year 1927 will probably rank in the history of the United Kingdom as rather uneventful. Business generally was a trifle more active, particularly towards the close. While, however, certain trades exhibited definite signs of improvement, several of the "key" industries continued in an unsatisfactory state. Much of the immediate damage caused by the labour troubles of 1926 was overtaken during the year, and upon the whole it would appear that the position existing at the end was a little better than before the general strike. Such a rapid recovery from universal chaos is more-over most gratifying, and a result upon which the United Kingdom can be congratulated.

The future. In reporting that many authorities consider that the country is in a better condition and that the outlook is greatly improved, one cannot avoid recalling the chorus of optimism which has greeted the advent of each New Year for some time past. One has, unfortunately, also to recall how, almost without exception, these cheerful predictions have been falsified by the subsequent course of events. Although it is difficult to put one's hand on concrete features or developments which actually ensure greater prosperity, there seems this time more justification for the belief that smoother waters are in sight.

One important reason is that last year passed without any serious recrudescence of labour troubles, and moreover witnessed encouraging signs of the establishment of a better understanding between employers and employed. Indeed, at the moment an event of paramount importance is the conference which is taking place between representatives of the masters and the men for the purpose of a thorough investigation of the whole industrial situation in the United Kingdom, with a view to the adoption of some improved machinery which will remove existing difficulties and causes of friction, and simultaneously, by conceding to the workers a more direct interest in the conduct of business, advance the aims of both capital and labour. The progress of the deliberations is being watched with keen interest by the commercial community.

It will be known that at present British industry is handicapped by the burden of crushing taxation, supplemented by high wages, reduced working hours, and lessened output. As a consequence most branches are beaten in competition in such of the world's markets as still remain open, and British manufacturers are therefore unable to regain the export outlet which is necessary to keep the factories of this country working on full time.

Simultaneously, Continental and other foreign manufacturers of certain goods, by taking advantage of the high tariff wall which protects their own country, and their own depreciated currencies, are pouring into the open markets of Great Britain unprecedented quantities of staple lines like iron and steel and other "key" products, at prices which, while lower than those at which British factories can manufacture, help to reduce the overhead expenses of the invader.

In sum, the problem requiring solution is how to reduce the present cost of production to a figure that will enable competition in the world's markets, and at the same time maintain the higher scale of wages which is necessary to workmen in order to meet the increased cost of living.

Recently, however, some bright spots have pierced the gloom. Certain of the newer industries, notably artificial silk, have made great progress. There has also been a distinct recovery in some of the older established industries, such as boots and shoes; while probably the most gratifying feature of all is the substantial revival in one of Britain's traditional strongholds—shipbuilding.

A particularly favourable factor of 1927 was the steadiness of the pound sterling, which during the last month of the year attained a height to which it has not risen for many years, and actually stood at a premium over the value of the dollar. Although the present position is to a considerable extent due to special circumstances in the financial market, the strength of the pound affords an eloquent testimony to Britain's unimpaired credit. Indeed, it requires a visit to the United States, and conversation with its business men, to clearly appreciate the remarkable impression which resulted from the British Government settling its debts in the face of unprecedented difficulties. The action strengthened the admiration and confidence of Britain's well-wishers, and caused disappointment in less well-disposed circles.

Another satisfactory feature is the still further improvement in the general situation in Continental Europe, in so far that it is reflected throughout the world. A notable event was the steps adopted by Italy and Belgium to stabilize their currencies, and there are indications that France, which is the only Great Power which has not so far met the situation, is contemplating a similar adjustment.

Improved relations between the peoples of the world and a better feeling between capital and labour assuredly afford the most reliable guarantee for the restoration of general peace and prosperity.

One must not be led to imagine that any rapid return to better times in the United Kingdom is indicated. Indeed, this is manifestly impossible as long as so much unemployment continues.

Although there is considerable justification for the view that the publication of the official unemployment figures in their present form creates, especially in foreign countries, an unnecessarily pessimistic idea of the general situation in Great Britain, there can be no doubt, upon the other hand, that the position in the coal-mining industry remains acute, and there is also a distressing lack of work in many of the basic industries which is seriously reflected in almost every branch of employment.

It is difficult to see how the situation can be remedied until a steady and profitable outlet for the full output of Great Britain's factories can be secured, either in overseas markets or in this country itself. So far no solution seems to be in sight, and it is for this reason that business men generally await with much anxiety the result of the present endeavours to establish a better understanding between employers and employed. Nor can it be said that the reports collected in different districts regarding the current position of the particular trades and industries are wholly encouraging.

Upon the other hand, reference to the résumé which follows indicates improvement both in conditions and prospects that tends to confirm the general belief that better times are ahead.

CONDITIONS IN THE PRINCIPAL INDUSTRIES

Shipbuilding.—Probably the most notable feature of the year has been the remarkable revival experienced in most of the British shipbuilding yards.

A somewhat unexpected recovery from the state of depression into which the industry had fallen commenced earlier in the year, and it had been generally known that this was being well maintained. According to returns just issued by Lloyd's Register of Shipping covering the calendar year, the result is even better than was anticipated. On December 31 no less than 338 merchant vessels were under construction in Great Britain and Ireland, aggregating the respectable total of 1,579,713 tons gross, in comparison with a similar return in December, 1926, of 760,084 tons, or practically double. Moreover, this total was 43,297 tons in excess of the September figure, and only includes tonnage on which work has been suspended to the extent of 5,550 tons, in comparison with 99,468 tons on December 31, 1926. Bearing in mind that comparison is with

the year in which the Great Strike occurred, it is still more satisfactory to learn that the present position is the most favourable experienced since September, 1922.

An additional illustration of the improved condition of British shipbuilding is that the total tonnage now under construction in Britain exceeds by 40,000 tons the total that is at present being built abroad (1,539,008 tons). This is in striking contrast to the position of a year ago, when foreign tonnage showed an excess of 412,859 tons over the work being carried on in these islands.

Although there is no definite indication that this rate of activity will be maintained, the improvement in the traditional British industry of shipbuilding is most reassuring.

Iron and Steel.—Although the results are less satisfactory, the iron and steel industry has pursued a rather adventurous career during 1927.

According to figures just issued by the National Federation of Iron and Steel Manufacturers, the production of both pig iron and steel ingots and castings not only exhibited, as might be anticipated, a heavy jump over 1926, but compares favourably with the output of recent years. Indeed, the steel figures are the best since the war, and export trade was also considerable.

Turning to details, the total of pig iron attained 7,293,600 tons, compared with 2,458,200 tons in 1926, 6,261,700 tons in 1925, and 7,307,400 tons in 1924. At the same time the production of steel ingots and castings aggregated 9,097,900 tons, as against 3,596,100 in 1926, 7,385,400 tons in 1925, and 8,201,200 tons in 1924.

A less favourable feature is that the maximum output took place early in the year, when both iron and steel were urgently required for the completion of work which had been held up during the strike of the previous year and afterwards, and that since the middle of 1927 the monthly returns have steadily fallen away.

The exceptional demand for both products is further illustrated by the heavy imports. As it is now known that receipts of all kinds of iron and steel attained the phenomenal figure of £24,038,410, an increase of £4,526,252 in comparison with 1926, and of £10,155,744 with 1925, it is unfortunately clear that United Kingdom makers are securing only a proportion of the largely increased demand for iron and steel products which has developed in the United Kingdom since the war, because they are unable to profitably meet the prices at which Belgium, France, and Germany are able to lay down finished products in the open United Kingdom market.

As the retention of the home consumption of iron and steel would keep the British mills fully employed, and as the orders which go to foreign countries mean loss of work and profit to United Kingdom makers, their constant problem is finding a remedy for the present position. That a solution is still far away is evident from the announcement that December witnessed a net decrease of six furnaces which had previously been in operation.

The understanding that the British Government has decided to refuse the iron and steel manufacturers' application for the imposition of a safeguarding duty removes one promising palliative.

Engineering.—The marked improvement in the important section of the engineering industry associated with shipbuilding has already been recorded. As regards engineering generally, the year has witnessed a fair measure of activity throughout the country, and the considerable orders placed by the railways have been reflected in a decrease in unemployment.

The *machine tool* trade has been pretty busy, but orders have related mainly to the light varieties, because the heavy machine tool trade has continued to be very quiet.

Another branch, the *motor car* industry, has again experienced a fairly good year, and it is evident that the reimposition of the import duty is enabling British manufacturers to hold the home market. Moreover, the home production of standardized pleasure cars of moderate price has replaced some of the cheap foreign makes which were formerly imported. There was not much alteration in the export of motor cars. It is noteworthy, however, that expert delegates who have recently been investigating the conditions in overseas markets report that the licensing system in vogue in this country is seriously interfering with export possibilities. The reason is that cars in the United Kingdom pay a graduated tax based upon their horse-power. The result is the adoption for home purposes of a car equipped with engine power which is far below that manufactured in competitive countries, and inadequate for requirements in many lands, where, moreover, there is no taxation advantage to be gained.

Coal.—Coal-mining continues to present the blackest spot on the horizon. It is true that strenuous efforts have resulted in the restoration of the quantity of coal exported abroad to a figure approaching the normal. Upon the other hand, this trade has only been wrested back after severe competition with other coal-producing countries which had captured former British markets during the long-drawn-out coal-mining dispute. Poland, in particular, has offered a strong resistance. In consequence, while the trade has been large in quantity, it has been necessary to accept prices which, in many cases, absorb all the profit.

From an economic point of view, the practical cessation of imports of coal into the United Kingdom has helped to reduce the unfavourable trade balance.

Cotton.—The great cotton industry again passed through a bad year. A main difficulty is the present high cost of production in the United Kingdom.

It is understood that Lancashire—the cotton manufacturing centre—depends upon export trade for the absorption of about three-quarters of the output of piece goods and similar varieties. Present manufacturing costs are so high that profitable competition in the world's markets has become increasingly difficult. As a consequence business which was formerly practically monopolized by England has been gradually diverted to competing countries where labour is cheaper, notably Japan.

The position was further aggravated last year by the disturbances in China. Not only were Britain's shipments of piece goods to the East seriously curtailed, but as similar difficulties restricted Japan's exports to Chinese markets, Japanese manufacturers turned to other countries which import cotton goods, and, by strongly attacking them, created additional competition for United Kingdom manufacturers. For this reason, a considerable proportion of the business secured by Lancashire cotton manufacturers was at prices which leave no profit.

It is true that these circumstances relate to piece goods and the coarser grades of products, and not to the finer qualities, where conditions have been fairly satisfactory. United Kingdom manufacturers are, however, seriously alarmed, and claim that the present high wages create a permanent handicap for them, in so far that labour enters so largely into the cost of production of piece goods. It is for this reason that the manufacturers are agitating for a drastic cut in wages, combined with the reorganization of other restrictive labour regulations, as the only possible remedy for restoring prosperity in the cotton industry.

A noticeable illustration of the decreased trade was the reduction of imports of raw cotton from 17,402,820 centals in 1926 to 15,475,544 centals in 1927, which was reflected in the decreased exports of piece goods.

Woollens.—Although conditions were certainly less unfavourable than those prevalent in the cotton industry, the experience of the woollen trade was rather

disappointing and unsatisfactory. As a result of present economic conditions, imports of foreign-made woollens have been large, and while export trade has been fair, there has been a marked contraction in the shipment of worsteds.

Hosiery.—Some improvement took place in most branches of the hosiery industry. Competition, however, still remains severe, and it is noteworthy that United Kingdom manufacturers have again petitioned the British Government to adopt a safeguarding duty on imports of foreign-made hosiery.

Artificial Silk.—Reference has already been made to the gratifying activity in this new industry. The latest reports are that all producers continue to be busily employed, and that the requirements of the home market alone are in excess of the present output. Under these circumstances, export trade is at present relatively unimportant.

Boots and Shoes.—Business throughout the year has been pretty satisfactory, and it is stated that an optimistic view of the future is generally taken.

Chemicals.—The chemical industry has also passed through improved times, a position which is likely to gain strength resulting from the important amalgamation of interests which has been consummated. The only weak spot at the moment is the active competition in the pharmaceutical varieties which has cut down prices to a low level.

Building.—Although the building trade is what is generally designated as a "sheltered" industry, and thus mainly independent of foreign competition, it absorbs a very large volume of labour in its different branches. The fact that the building trade again enjoyed a very satisfactory year in 1927 has an important bearing upon the employment situation.

Agriculture.—Upon the other hand, agriculture of practically every form seemed, if possible, to sink to an almost lower level. Indeed, the constant investigations and inquiries which continue periodically have so far completely failed to find any palliative for the general depression into which this formerly great national industry has fallen.

Many agriculturists hold the opinion that nothing short of an import duty can enable the home farmers to secure a profitable return for their products, and so far the imposition of any taxes which might tend to increase the cost of food has failed to awaken general support, owing to the present dependence of the United Kingdom upon foreign countries for the preponderance of the food required to sustain its population.

At the same time, there can be no doubt that the desperate condition in which agriculture finds itself in this country affects the whole economic situation disastrously.

CAPITAL ISSUES IN 1927

If trade was only moderately good, it is certain that last year witnessed the greatest activity which has been experienced for many years on the London Stock Exchange.

It is a well-known axiom that finance and commerce do not march hand in hand. Indeed, there are occasions when activity on the Stock Exchange is due to the withdrawal of money from industrial and commercial investments.

Granted that the speculation of the public in certain directions was responsible for the feverish excitement which prevailed at certain times, the total of capital issues floated in 1927—computed by a recognized authority (the Midland Bank) at the striking amount of £314,714,000—was not only the largest for some years past, but indicated the availability of a larger surplus of cash for investment in both new and established enterprises, than was generally imagined. This figure excludes all conversion loans as well as direct

British Government borrowings. The £314,714,000 of last year compared with £253,266,000 in 1926 and £219,897,000 in 1925; one has to look back to the artificial conditions of 1921 and 1920 for any similar total.

According to the same authority, the destination of the capital raised was as follows:—

	1927	1926	1925
United Kingdom	£176,043,000	£140,862,000	£132,099,000
India and Ceylon	1,363,000	2,061,000	3,426,000
British Dominions and colonies	86,381,000	49,949,000	53,978,000
Foreign countries	50,927,000	60,394,000	30,394,000
	£314,714,000	£253,266,000	£219,897,000

Examination of these figures exhibits a continuation of the increasing favour shown by investors to home issues. It is, however, gratifying to note that 1927 witnessed a large expansion in the share allotted to countries within the British Empire, at a time when contributions to foreign countries fell away by nearly 20 per cent.

Last year was not a particularly favourable one for banks. Although business was fairly well maintained, profits earned by leading institutions like the "Big Five" showed a slight decline from 1926, and as the result was the aftermath of the commercial upheaval caused by the Great Strike and other labour troubles, probably all banks were more or less adversely affected.

At the same time the turnover of the London Bankers' Clearing House attained a record, the total of cheques and bills cleared in 1927 being £41,550,541,000, or about 4.3 per cent greater than in 1926. Several special contingencies are responsible for this position, but it is generally held that one important contributor was the general improvement in trade towards the end of the year.

Upon the other hand, it would be an omission to fail to make reference to the disasters of several representative industrial enterprises which came to a climax during the past twelve months. In most cases troubles date from the inflated post-war period, and it might be surmised that the commercial upset and general disorder resulting from the labour chaos of 1926 caused edifices, the foundations of which had already been undermined, to topple over.

PRICES

The annual course of prices in the United Kingdom is registered and checked by some half dozen different systems which are regarded by the public as authoritative. The statistics relative to 1927 which have now been issued show that while there is some variation in the actual figure announced as the percentage increase over 1913, all authorities agree that there was practically no difference between the level of wholesale prices in December, 1926, and December, 1927.

The following table, compiled by *The Times*, compares, by commodity groups, wholesale prices in December, 1927, with those of a year ago and with the preceding month, the figure 100 being taken to represent average prices for the year 1913.

Group	1926 Dec. 31,	1927 Nov. 30,	1927 Dec. 31,
Cereals	147.3	147.2	147.8
Meats and fish	140.0	145.3	138.8
Other food	156.7	158.5	155.4
Iron and steel	143.5	121.5	120.7
Other metals and minerals	140.5	114.7	114.0
Cotton	128.1	161.7	160.4
Other textiles	137.5	165.8	162.5
Other materials	140.0	147.0	146.3
Total	142.1	143.8	141.9

Upon the other hand, according to an official announcement made by the Government Department of Labour, retail prices, as represented by the items upon which the computation of the cost of living is based, exhibited a considerable decline, i.e., from 75 to 68 per cent above the 1914 level.

It seems rather difficult to reconcile such a wide variation, even making allowance for the fact that the retail computation includes rent.

In any case, the prices which the general public are at present called upon to pay in the stores and shops are certainly not 10 per cent cheaper than a year ago, and in the case of some commodities show an actual advance.

OVERSEAS TRADE

A study of the overseas trade returns for the year 1927 just issued by the Board of Trade confirms the impression that the net results differ little from those of 1926 when certain special features are taken into consideration.

Commerce during 1926 was, however, so radically dislocated by the great strike that comparison with that year alone cannot fail to produce a misleading effect.

It is for this reason that in reproducing the customary statistics of imports and exports for the past two years, those of 1925 have also been added.

	1927	1926	1925
Imports	£1,219,387,424	£1,241,361,277	£1,320,715,190
Exports (British)	709,105,402	653,046,909	773,380,702
Re-exports	123,062,727	125,494,968	154,036,799
Total	£2,051,555,553	£2,019,903,154	£2,248,132,691

As the figures are values, and not quantities, variation in prices may affect the totals to a certain extent.

Contrasting the detailed returns of imports and exports which are published in the annual statistics, it is found that the transformation in the coal trade which took place in 1927 is, by itself, responsible for a considerable proportion of the difference in the totals of 1926 and 1927.

The imports of 1927 exhibit a falling-off in comparison with those of 1926 by approximately £22,000,000. Concurrently, exports of United Kingdom goods rose by some £56,000,000. In 1926, as a result of the total stoppage of coal production, the United Kingdom (which as a rule does not import coal at all) was obliged to purchase from abroad coal valued at the gigantic sum of £42,800,000. With the settlement of the mining dispute, imports were immediately checked, with the result that during the year 1927 the value of imported coal fell to £6,611,000, or a difference of some £36,000,000. As a point of possible interest, it should be noted that the reduced quantity brought in in 1927 was entirely represented by the working off of old contracts.

Turning to the other side of the ledger, it is found that during the same period, United Kingdom exports of coal rose from £19,000,000 in 1926 to £45,500,000 in 1927, an increase of £26,000,000, leaving a net difference of about £10,000,000, which, while accounted for to a certain extent by particular variations, might not unjustly be regarded as representing increase in general trade.

As, through exigencies of space, it is only possible to reproduce here grand totals of the summarised headings adopted by the Board of Trade, some reference to the more elaborate itemized details seems useful.

Imports.—As regards the section “food, drink, and tobacco,” an increase of nearly £12,000,000 in the value of grain and flour was offset by a decline of £10,500,000 in the value of meat, as compared with the previous year. The growth of £8,000,000 in dutiable articles of food was chiefly attributable to raw cocoa, coffee, dried fruits, and sugar.

In the case of raw materials, as has already been mentioned, the practical disappearance of the importation of coal accounted for £36,000,000 of the gross decline of £40,000,000. Contrasted with 1926, arrivals of wood and timber advanced by £10,500,000, while raw cotton fell away by nearly £17,000,000, and rubber by £8,000,000. These decreases are, however, largely due to lower prices.

The comparatively small increase in the value of "wholly manufactured goods" is mainly accounted for by the abnormal imports of iron and steel products, totalling £4,500,000. Machinery and leather manufactures also marked increases, while non-ferrous metals, and manufactured oils, fats and resins dropped back.

Exports.—It will be of gratification to United Kingdom manufacturers to know that apart from the restoration of the export trade in coal (£26,000,000), the increase of £24,500,000 in "wholly manufactured goods" practically represents the rest of the £56,000,000 by which exports were greater than in 1926.

While the result was principally attributable to the phenomenal increase of £14,000,000 in iron and steel and manufactures, there were also satisfactory improvements in staples, such as machinery, woollens, and chemicals.

Upon the other hand, exports of "manufactured goods" were less by £52,500,000 than in 1925.

TABLE OF IMPORTS, EXPORTS AND RE-EXPORTS ACCORDING TO THE BOARD OF TRADE CLASSIFICATION, DURING THE CALENDAR YEARS 1925, 1926 AND 1927

(a) *Imports, Value c.i.f.*

	1925	1926	1927
Food, drink and tobacco	£ 570,101,018	£ 529,788,541	£ 539,339,083
Raw materials and articles mainly unmanufactured	424,783,148	392,183,456	351,961,728
Articles wholly or mainly manufactured	319,631,089	314,682,305	322,407,385
Animals, not for food	2,306,662	2,154,784	2,673,916
Parcel post, non-dutiable articles	3,893,273	2,552,191	3,005,312
Total	£1,320,715,190	£1,241,361,277	£1,219,387,424

(b) *Exports of Produce and Manufactures of the United Kingdom, Value f.o.b.*

	1925	1926	1927
Food, drink and tobacco	£ 54,986,296	£ 50,457,311	£ 52,280,207
Raw materials and articles mainly unmanufactured	84,350,637	47,162,351	76,355,792
Articles wholly or mainly manufactured	616,608,038	539,340,935	563,964,508
Animals, not for food	2,293,457	1,716,720	1,897,353
Parcel post	15,142,274	14,369,592	14,607,542
Total	£ 773,380,702	£ 653,046,909	£ 709,105,402

(c) *Exports of Foreign and Colonial Merchandise, Value f.o.b.*

	1925	1926	1927
Food, drink and tobacco	£ 32,134,273	£ 26,367,063	£ 26,522,598
Raw materials and articles mainly unmanufactured	90,335,630	73,812,964	71,245,915
Articles wholly or mainly manufactured	31,458,023	25,181,118	25,134,564
Animals, not for food	108,873	133,823	159,650
Total	£ 154,036,799	£ 125,494,968	£ 123,062,727

THE TRADE BALANCE

Economic writers place great importance upon the ratio of imports to exports in determining the prosperity and stability of trade and other conditions in different countries.

Variation in circumstances must, of course, be taken into account. For instance, judged by figures alone, the imports of the United Kingdom are

always largely in excess of exports. The reason is that the country is not self-supporting, and must bring from abroad permanently a large proportion of the food and raw materials which its population requires.

The apparent preponderance of imports over exports is, however, offset to a large but varying degree by what economists describe as "invisible exports." This term embraces various important services which Great Britain contributes to the trade of the world, including such important items as income on foreign investments, mercantile transportation, and services rendered in this country to firms resident abroad by bankers, merchants, brokers, etc.

Prior to the war, the aggregate value of these "invisible exports" was always largely in excess of the deficiency in exports, and indeed, after deduction, left a considerable credit balance in favour of Great Britain. The sacrifices entailed by the war radically affected this favourable position.

While the computation of the value of these "invisible exports" must be partly a subject of guesswork, economic authorities have calculated from the figures at their disposal that in recent years the former balance in favour of Great Britain has practically disappeared; and some go so far as to say that in certain years of special depression, "invisible exports" have actually shown a deficiency when compared with the surplus of imports over exports.

No pronouncement as to the estimated value of the "invisible exports" of 1927 has so far been made by any public or private authority.

The statistics of the aggregate trade of 1927 now issued reveal an excess of imports over exports of no less than £387,219,000. While this is a huge figure in comparison with pre-war days, it shows an improvement when contrasted with the £462,819,000 of 1926—which of course was a particularly unfavourable year—and a slight decline over the £393,298,000 in 1925.

IMPORTS OF FOOD AND RAW MATERIALS, 1927

It is probably pretty well known in Canada by now that the British Government issues, shortly after the end of each calendar year, unrevised, but pretty accurate, statistics of the imports of selected, but important, articles of food and raw materials.

The value of these returns is increased by the addition of the figures showing both quantities and values received from the principal sources of supply. The information is particularly useful to Canada, in so far that the selected list includes most of our principal exports to the United Kingdom.

In accordance with custom, a summary of the articles in the list which Canada contributes is appended to this report.

After a study of the figures, it can only be admitted that the results of 1927 must be disappointing from a Canadian point of view.

While Canada held her own fairly well in cereal lines, the shipment of provisions in particular was adversely affected by severe competition from certain European and other countries, which kept prices at a level which was not only unattractive to Canada but lower than the prices which were securable in Canada itself and in certain other markets.

Although the figures speak for themselves, a few remarks may not be out of place.

As usual, a knowledge of the real position as regards wheat is obscured by the uncertainty as to the actual quantity of wheat accredited in the returns to the United States which was really the product of Canada and shipped via American ports. It is certain, however, that good harvests in Argentina and Australia replaced important quantities which otherwise would probably have been supplied from North America.

Similarly, while Canada remains a chief contributor of *flour* to this country, Australia increased her shipments by approximately 500,000 cwts., and receipts from the Argentine also advanced slightly.

Although arrivals of *barley* went up by some 5,000,000 cwts., Canada's share showed a slight falling off. The summary issued by the Board of Trade assigns an increase of nearly 3,000,000 to "other countries" unspecified. It seems clear, however, that a considerable proportion of this quantity represents shipments from Russia.

Canadian shippers are so fully aware of the unsatisfactory features which attended the export of *bacon* to the United Kingdom that it is unnecessary to make any comment here beyond noting that Denmark not only provided all the increase of 1,000,000 cwts. in imports over 1926, but also added about 500,000 cwts. to her share, at the expense of Canada and the United States.

Another specially unfavourable result of 1927 was the temporary disappearance of the recently revived import trade in Canadian *live cattle*. The drop in the total number of beasts imported of 72,000 relates practically entirely to Canada, the cattle brought in from the Irish Free State being practically identical with 1926.

The year 1927 witnessed the almost total eclipse of imports of Canadian *butter*. As already stated, this position is due to unattractive prices offering in Great Britain, but as a result Canada's share of the butter trade fell to the microscopical amount of 423 cwts. out of the nearly 6,000,000 cwts. which Great Britain purchases from overseas.

Similar reasons were responsible for the reduced arrivals of Canadian *cheese*, which aggregated only about half of the receipts from New Zealand.

The *canned salmon* result must be regarded as fairly satisfactory, for whereas Canadian shipments increased by 14,000 cwts., imports from Siberia fell away slightly.

Canada continued to monopolize the import trade in *canned lobsters*. It is noteworthy, however, that the trade of this country considers the active campaign which has been inaugurated to introduce the much cheaper Japanese crab as likely to compete to a certain extent with the canned lobster business.

Turning to minerals, it is pleasant to record that imports of *asbestos* from Canada increased, while those from Rhodesia remained stationary. Similarly, Canada supplied practically all the increase in imports of *copper ore* which took place.

It seems not unlikely that the considerable expansion in the importation of Canadian *newsprint paper* indicates the introduction of a more active campaign in the United Kingdom. Upon the other hand, arrivals of Canadian *wrapping paper* were practically halved.

Imports of Certain Agricultural Products, etc., into the United Kingdom During the Calendar Years 1926 and 1927

	1926		1927	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
<i>Wheat—</i>				
Total imports	96,256,030	62,835,402	110,435,815	68,059,144
Canada	35,669,532	23,327,785	32,181,355	19,655,849
United States	31,182,926	20,435,707	35,619,001	21,944,763
Argentine	11,899,216	7,344,119	19,452,492	11,752,631
Australia	9,186,417	6,287,438	14,837,906	9,464,181
British East Indies	2,694,687	1,781,066	5,010,319	3,181,644
<i>Wheat Meal and Flour—</i>				
Total imports	10,661,076	8,806,452	10,956,746	8,552,746
Canada	5,384,604	4,707,337	5,124,400	4,175,601
United States	2,732,751	2,340,858	2,915,726	2,343,607
Australia	1,290,038	1,061,901	1,776,514	1,377,515
Argentine	793,452	397,365	809,892	438,997

Imports of Certain Agricultural Products, etc., into the United Kingdom During the Calendar Years 1926 and 1927—Con.

	1926		1927	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
Barley—				
Total imports	11,570,343	5,188,799	16,502,710	8,930,592
Canada	1,448,039	591,913	1,364,475	675,022
United States	3,765,327	1,736,448	5,355,383	3,047,712
Chile	1,026,610	540,093	663,847	380,044
Oats—				
Total imports	7,639,787	3,029,738	5,909,035	2,455,682
Canada	1,902,156	786,130	528,804	213,256
United States	1,001,090	409,379	341,757	128,801
Argentine	2,601,701	954,949	2,207,456	885,810
Peas, not fresh—				
Total imports	1,331,825	1,559,633	1,463,204	1,764,042
Canada	22,380	21,646	18,633	30,238
Japan	337,010	506,884	561,414	726,005
Netherlands	450,591	576,864	273,236	400,034
British East Indies	207,554	143,345	231,128	151,046
New Zealand	105,404	100,538	103,288	111,624
Bacon—				
Total imports	7,471,278	42,687,759	8,469,131	38,622,481
Canada	869,879	5,009,143	503,084	2,238,950
Denmark	3,641,578	21,676,823	5,081,610	23,311,800
United States	1,189,247	6,334,062	641,076	2,827,487
Irish Free State	434,117	2,765,610	450,885	2,334,823
Hams—				
Total imports	1,195,189	7,459,199	902,536	4,709,854
Canada	162,716	1,048,840	133,702	715,216
United States	1,000,362	6,211,585	716,104	3,718,803
Cattle, live—	Number		Number	
Total imports	708,868	13,963,013	636,868	11,796,535
Canada	79,083	2,064,053	7,669	211,085
Irish Free State	628,918	11,875,434	629,001	11,580,104
Butter—	Cwts.		Cwts.	
Total imports	5,818,840	48,283,312	5,826,865	48,271,683
Canada	63,609	502,811	423	3,613
Denmark	1,906,495	17,166,480	1,994,764	17,646,132
New Zealand	1,153,896	9,607,459	1,260,729	10,387,206
Irish Free State	496,245	3,835,067	586,485	4,560,157
Australia	752,088	5,759,695	488,721	3,836,345
Argentine	514,197	3,862,998	420,058	3,301,769
Cheese—				
Total imports	3,014,055	13,940,648	2,949,148	13,493,929
Canada	1,056,729	4,657,201	843,943	4,007,275
New Zealand	1,496,901	7,053,025	1,611,869	7,173,947
Netherlands	189,991	849,279	228,066	1,003,390
Eggs in shell—	Gt. Hunds.		Gt. Hunds.	
Total imports	22,125,395	15,369,434	24,347,523	15,918,925
Canada	156,350	133,878	41,367	37,401
Denmark	5,625,380	4,680,503	5,679,640	4,592,587
Irish Free State	4,427,769	2,879,192	5,051,523	3,126,638
Netherlands	1,985,416	1,595,902	2,359,895	1,711,810
Poland (including Dantzic)	2,721,512	1,370,652	3,387,956	1,547,506
Canned Salmon—	Cwts.		Cwts.	
Total imports	606,261	3,622,832	650,826	3,616,682
Canada	111,957	661,365	125,348	747,449
United States	197,956	936,316	230,474	1,009,169
Other countries (mainly Siberia)	296,348	2,025,151	295,004	1,860,064
Canned Lobsters—				
Total imports	24,020	398,709	21,518	363,238
Canada	23,537	390,866	20,877	353,011
Newfoundland	61	1,178	168	2,998

Imports of Certain Agricultural Products, etc., into the United Kingdom During the Calendar Years 1926 and 1927—Conc.

	1926		1927	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
<i>Sugar, Refined, and Sugar Candy—</i>				
Total imports	13,978,982	11,176,485	9,423,952	8,734,775
Canada	1,319,006	1,016,941	1,049,500	968,171
Czechoslovakia	6,328,597	5,176,837	2,743,336	2,545,582
Netherlands	4,731,496	3,679,663	3,716,021	3,466,619
<i>Asbestos, Raw, Fibre and Waste—</i>	Tons		Tons	
Total imports	27.693	709,486	33,520	806,706
Canada	8,343	154,545	13,599	226,068
Rhodesia	12,403	387,580	12,353	384,581
<i>Copper Ore—</i>				
Total imports	34,754	1,726,237	40,077	1,851,077
Canada	21,016	1,050,815	27,270	1,358,656
Spain	11,959	633,616	8,261	422,948
<i>Hides—</i>	Cwts.	£	Cwts.	£
Total imports	477,983	3,330,783	540,023	4,204,833
Canada	10,603	90,789	8,299	77,603
British India	201,408	1,801,459	285,245	2,661,038
United States	68,588	270,859	59,305	261,362
<i>Paper, Printing, not Coated, and Writing Paper in large Sheets—</i>				
Total imports	4,844,476	4,541,589	6,260,975	5,447,123
Canada	296,115	246,959	738,869	579,785
Newfoundland	1,267,557	1,235,811	1,553,486	1,367,728
Norway	888,527	791,594	1,283,253	1,099,018
Finland	925,303	809,222	1,164,014	950,758
Sweden	732,324	619,606	821,994	653,168
<i>Paper, Packing and Wrapping, including Tissue Paper—</i>				
Total imports	3,991,955	4,666,938	3,542,391	3,931,396
Canada	87,315	104,132	44,858	54,129
Sweden	1,523,113	1,739,694	1,588,375	1,709,415
Norway	680,288	807,108	666,161	758,311
Germany	1,038,427	1,193,784	609,711	674,690
<i>Photographic Appliances—</i>				
Total imports . . . . .	.....	1,505,592	.....	1,342,700
Canada . . . . .	.....	606,062	.....	505,653
United States . . . . .	.....	516,910	.....	433,292
Germany . . . . .	.....	141,531	.....	159,449
France . . . . .	.....	157,699	.....	158,269
<i>Wood and Timber: Hewn, Hard, other than Mahogany—</i>	Cu. Ft.		Cu. Ft.	
Total imports	6,192,286	1,323,992	6,250,767	1,302,074
Canada	558,624	109,616	321,305	77,935
United States	1,051,984	174,851	700,421	141,696
British East Indies	77,488	38,125	79,034	43,919
<i>Wood and Timber, Hewn, Soft—</i>	Loads		Loads	
Total imports	281,475	1,042,223	319,949	1,243,165
Canada	11,435	72,400	16,426	111,144
United States	35,167	266,949	55,463	434,583
Finland	54,642	133,251	73,133	148,892
Russia	84,411	197,366	53,867	127,938
Norway	18,063	78,874	31,276	122,957
Sweden	31,992	136,590	27,548	104,136
<i>Wood and Timber, Sawn, Hard, other than Mahogany—</i>	Cu. Ft.		Cu. Ft.	
Total imports	23,084,389	5,988,455	28,149,850	6,845,562
Canada	2,929,860	510,170	3,824,812	605,921
United States	13,802,942	3,336,361	16,432,653	3,868,581
British East Indies	1,855,422	932,392	1,663,250	853,767
<i>Wood and Timber: Sawn, Soft—</i>	Loads		Loads	
Total imports	4,771,058	21,914,630	6,025,845	28,247,005
Canada	236,514	1,576,340	315,761	1,774,796
Finland	1,505,452	6,299,650	1,714,761	7,361,038
Russia	723,730	3,227,880	1,143,615	5,651,006
Sweden	885,817	4,017,001	922,435	4,219,700
<i>Wood Pulp, Mechanical, Wet—</i>	Tons		Tons	
Total imports	811,459	3,339,792	848,586	3,305,673
Canada	165,646	741,121	129,097	542,770
Norway	448,476	1,806,692	444,980	1,719,785
Sweden	179,445	719,175	225,627	869,362

WEST OF ENGLAND MARKET FOR EVAPORATED APPLES

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, January 18, 1928.—An active market has developed in the West of England for evaporated apples, and already the total exportable surplus of one Canadian packer has been disposed of together with supplies from other Canadian sources. This possibly may be owing to the short apple crop in Canada and the United States. Stocks of evaporated apples in Canada are known to be low at the present time. In Nova Scotia there is little available, and this condition is almost duplicated in Ontario.

The chief market this year, it is understood, for Canadian evaporated apples has been Hamburg, but owing to this market being rather quiet, certain supplies have been diverted to the West of England. Prices obtaining have advanced sharply and 50-pound boxes are selling in the vicinity of 70s. (\$17.03) to 74s. (\$18) c.i.f. per cwt., whilst 25-pound boxes obtain over this a premium of approximately 2s. per cwt.

Canadian packers with available supplies to offer should communicate with the Bristol office. The West of England being the centre of a large agricultural community, is not an area of heavy consumption, but a steady trade of fair volume is enjoyed.

DUBLIN SPRING SHOW

TRADE COMMISSIONER F. W. FRASER

Dublin, January 18, 1928.—The attention of Canadian exporters is drawn to the Royal Dublin Society's Annual Agricultural Show, which is to be held at Ballsbridge, Dublin, on May 9, 10, 11, and 12 next. While the main feature of the show is the display of pedigree live stock, the industrial section for the exhibition of agricultural and dairy machinery and other manufactured products has become during the past few years of increasing importance, and manufacturers are recognizing more and more its value as a medium for introducing their products to the Irish public.

An interesting feature of the show is in the presentation each year of a number of silver medals by the Royal Dublin Society as awards for new implements for agricultural or estate purposes, or for new improvements to such implements.

Entries close on March 10 next. A limited number of application forms may be obtained from the Department of Trade and Commerce, Ottawa. For further information interested firms should apply to The Director, Royal Dublin Society, Ballsbridge, Dublin, or to the Canadian Trade Commissioner at Dublin.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, January 5, 1928.—For the first four months (July to October) of the fiscal year the imports from overseas into the Commonwealth decreased by £23,538, compared with those of the corresponding four months of the previous year, while exports decreased by £474,017. The comparative figures for the periods are outlined thus:—

Imports, four months 1927-28	£55,788,092
Imports, four months 1926-27	55,811,630
Decrease 1927-28	£ 23,538
Exports four months 1927-28	£43,234,085
Exports, four months 1926-27	43,708,192
Decrease 1927-28	£ 474,107

Included in the exports in 1926-27 were bullion and specie to the value of £9,004,337, and in 1927-28 the values were £2,569,068. Consequently the exports of merchandise in 1927-28 aggregated £40,665,017, or £14,925,301 less than the value of the imports for the term.

COMMONWEALTH CUSTOMS REVENUE

Despite that Australia has the highest protective tariff of any British Dominion—and that further increases in duties became operative at the end of November—the Customs revenue for the first six months of the fiscal year (to December, 1927) aggregated £22,256,286 as compared with £22,115,271 in the previous period.

However, the collections for December, as compared with the similar month of 1926, showed a contraction of £308,118, besides which the revenue for the six months was £144,714 under the Treasurer's estimate, which indicate that the anticipated reduction in the volume of imports has commenced and will probably become more accentuated during the balance of the financial year.

COMMONWEALTH CONVERSION LOAN

The conversions in and subscriptions in new money to the Commonwealth loan of £36,000,000, which was to have closed on December 15, fell below expectations, hence the time for receiving applications has been extended in anticipation that the full amount will ultimately be subscribed. It is expected that a proportion of the large returns which are now being received for the current wool clip will be invested in this domestic (renewal) loan.

BUSINESS PROSPECTS

As is usual at the end of the year, the majority of the banks and the large importing houses have their annual, or half-yearly, balancing, and until importers have their figures available little attention is given to the placing of indents oversea. In the meantime the leading department and retail dry goods houses are conducting their periodical sales in disposing of the balance of their summer stocks. From the extensive advertising and elaborate publicity propaganda, it would appear that many of these stores are over-stocked, and the disposal of surplus goods is being conducted with even greater keenness than in previous years. One remarkable feature in 1927 was the retirement from business of some prominent wholesale dry goods warehouses, in the several Australian importing centres, from which it is inferred that the competition of huge department stores is materially altering the former functions of strictly wholesale houses.

While the retail stores had almost record sales for the Christmas trade, yet the indications point to more restricted importations caused by an indifferent season with small crop returns, labour troubles, and other influences which have had a direct bearing upon the rather stringent financial conditions now being experienced.

Under normal conditions there is towards the end of January or early in February considerable activity in placing indents for oversea requirements for delivery in September and October for the early spring and summer trade.

During December much of the drought-stricken area in Queensland (which had existed for several years) greatly benefited by a substantial rainfall, and that State's wonderful recuperative powers will soon be in evidence.

During the year, taking the Commonwealth as a whole—excepting Western Australia—there was a substantial reduction in the yield of wheat and other crops; through losses of sheep the wool clip also decreased, though happily the auction sales of this season's wool are realizing excellent prices which will likely be maintained until the entire clip is sold.

There will be a considerable carry-over of stocks of both domestic and imported agricultural implements until the next season. Australian industrial plants generally (but with some exceptions) have maintained their output and a number of new factories—some quite extensive—commenced operations in 1927.

The outlook for 1928, in so far as importations are concerned, indicates a curtailment in both volume and value, and the placing of indents on a conservative basis. Trade, however, despite somewhat stringent finance, remains upon a sound footing, and if the country has a normal rainfall the prospects are by no means discouraging.

STOCK EXCHANGE INVESTMENTS

The Australian stock and share markets in 1927 contrasted rather unfavourably with the conditions ruling in the previous year. Realizations were generally on a lower level. The contributing factors were the financial stringency, the reduction in prices of metals, and an abnormal season with a consequent decrease in production. While good prices were realized at the wool sales, and some £8,000,000 was distributed to wool growers in adjustment of post-war sales, yet in the main the greater portion of these disbursements was required to adjust loans made by banks and financial houses. A feature of the investments was the amount of capital raised for new issues of bank shares—and to a lesser extent in industrial issues; but mining speculation was greatly reduced, chiefly through advanced working costs and the decline in copper and tin. Gold mining throughout Australia is about at its lowest level, though in Queensland and Western Australia some promising developments are taking place.

A considerable portion of stock exchange activities has been devoted to Commonwealth and State Government loans which, although indicating a small reduction in realization from the previous year, still prove an attractive investment for the non-speculating public who place an assured interest as their main desideratum.

ECUADOR AS A MARKET

TRADE COMMISSIONER E. L. MCCOLL

[Subjoined is the first of a series of reports by Mr. McColl, based on a recent visit to the Republic.]

The Republic and Its Resources

Guayaquil, December 6, 1927.—As shown by the map, the Equator, from which the country derives its name, passes through the Republic of Ecuador. Located on the Pacific Ocean, it has a coast line of some 500 miles and an area of 275,000 square miles. The population is estimated at 2,000,000, although reliable figures are not obtainable. Owing to a large proportion being composed of Indians, the purchasing power of the country is relatively small. Geographically, Ecuador is divided into three regions: the Pacific slope and coast (population 500,000), the Andean (population 1,300,000), and that section of the country called the Orient (el Oriente) which lies to the east of the Andes and extends into the valley or basin of the Amazon. This latter region is not easy of access and there is very little trade or communication carried on between it and the Andean section. It is inhabited almost altogether by Indians, whose number is estimated to be 200,000. Entrance to this eastern section can best be made by way of the river Marañón, one of the upper tributaries of the Amazon. The industries of this region with Iquitos as their centre include lumber, the cultivation and ginning of cotton, and the collection of rubber.

The narrow coast line is tropical with an average temperature of 83° F. The mean temperature of Guayaquil, the main port, is 78° F. The temperature falls as one climbs the Andes to the fertile valleys where Quito, the capital, lies at an altitude of 9,375 feet. Here the mean temperature is 56° F. As one passes from the coast to the mountains, sugar, rice, cocoa, banana and pineapple plantations are left behind and temperate zone vegetables and fruits such as strawberries and melons and cereals take their place. The climate of the eastern section is tropical in the extreme.

RIVERS

Numerous rivers which have their origin in the Andes make their way down the western slope to the Pacific Ocean, while others flow eastward from the mountains to the Amazon river. These rivers form the main avenues of communication, there being less than 500 miles of good cart roads in the country and not more than 700 miles of railway. On the Pacific Coast the Guayas, with its tributaries, is the main waterway for the inhabitants of the central coast provinces of Guayas, Los Rios, and Manabi. It empties into the Gulf of Guayaquil, which penetrates far into the province of Guayas and unfolds the finest piece of scenery to be found on the Pacific coast of South America from Panama to Valparaiso. This river is navigable by small steamers for a distance of 185 miles, while ocean liners come to Guayaquil, which is forty miles from the sea. The Esmeraldas, another river of importance, with its branches serves a section of the northwest. Its headquarter tributaries have their origin in the Andes close to the Equator and make their way in a northwesterly direction until they unite to become the Esmeraldas, which empties into the Pacific 300 miles north of Guayaquil.

GUAYAS AND ITS PORTS

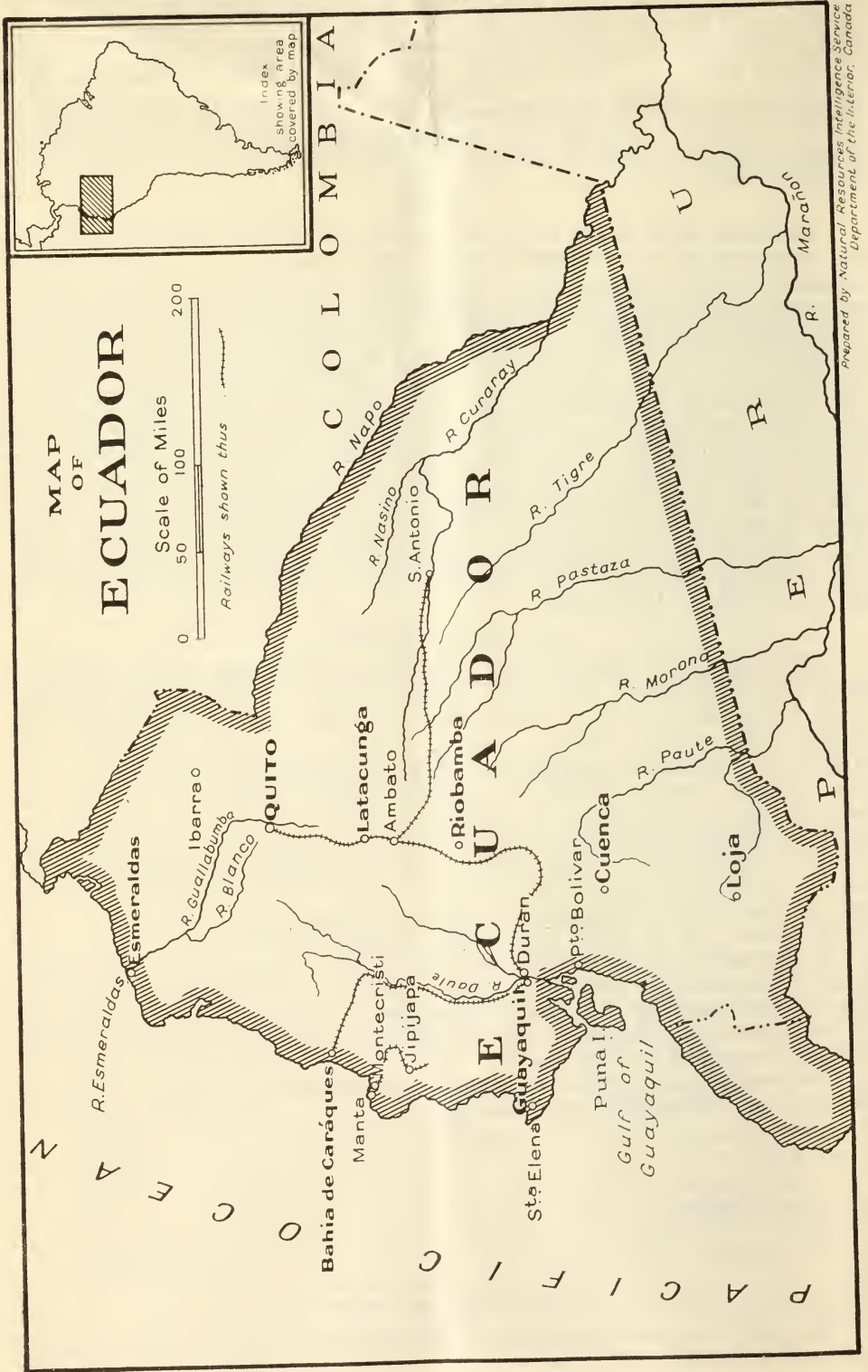
The Province of Guayas has a population of 250,000, about 100,000 of which are inhabitants of its capital, Guayaquil. The country is slightly undulating, is very fertile, and produces cotton, rice, cacao, coffee, sugar cane, rubber, tropical fruits, timber, maize, tobacco, vanilla, sarsaparilla, vegetables, and edible roots. Industries include, in a small way, the manufacture of sugar, hats, chocolate, salt, spaghetti, beer, ice, leather, furniture, boots, candy, petroleum, flour, textiles, etc. Montecristi, six miles by rail from the port of Manta, and Jipijapa, eighty miles from Guayaquil, are two small towns which are famous for their Panama hats. Sulphur, salt, coal, pitch tar, and petroleum are the principal minerals found in the province. At the northern extremity of the Gulf of Guayaquil the peninsula of Santa Elena projects westward into the Pacific Ocean. On the north shore of this peninsula the new port of La Libertad has been constructed. It is connected by railway and pipe line to the rich oil fields of the Anglo-Ecuadorian Oilfields Limited at Ancon, which is close by. This company operates refineries and produces locally, gasolene, kerosene, and different grades of lubricating oils as well as fuel oil, all of which is exported through the port of La Libertad.

The customs ports with the quantity of merchandise in tons of 1,000 kilograms entered during 1926 are as under:—

Guayaquil	70,103
Manta	3,110
Bahia	1,337
Esmeraldas	504
Puerto Bolivar	476
Landed elsewhere	55
Total	75,530

THE PORT OF GUAYAQUIL

Guayaquil, the main port and also the commercial centre of the country, is a modern, healthy, and progressive city. It is the capital of the province of



Prepared by Natural Resources Intelligence Service
Department of the Interior, Canada

Guayas, and its population of 100,000 makes it the largest city of the Republic. In this port are located nearly all the head offices of the principal importing firms, the majority of which operate along the coast or in the interior by means of commercial travellers, or else by branches or agents in the chief centres. Building construction has progressed considerably in recent years and its improvement has been accelerated by a municipal law requiring concrete structures within the central district. A new law is under consideration whereby a considerable amount of money is to be allotted yearly for the improvement of street pavements and sewage and water supply. An English engineering company has been awarded the contract, extending over a number of years, on a cost plus percentage basis, for all the work in connection with this scheme. The country about Guayaquil is very beautiful. The Guayas river with its branches irrigating this fertile zone produce dense forests and woods, harbouring multitudes of singing birds of every variety. On the banks of these rivers may be seen numerous farms with their lovely trees and green grass and carefully laid out plantations of cacao, rice, coffee, pineapples, and sugar, as well as cane, orange, mangoes, and banana groves. The riot of colour created by the countless kinds of vegetation completes one of the most beautiful of tropical scenes. There are practically no cart roads leading from Guayaquil into the interior, transport being effected by river craft or on muleback over rough trails. The Guayaquil-Quito Railway makes Duran, a small town across the river from Guayaquil, its terminus. Passengers to and from Quito must cross the Guayas river to take the train. This railway connects the two most productive regions of the country, of which the provinces of Guayas on the coast and Pichincha in the Andes are the centres.

PROVINCE OF PICHINCHA

The Province of Pichincha has a population of about 260,000, of which about 90,000 belong to Quito, the capital of both the Republic and the Province. This Andean plateau—or perhaps better described as a series of valleys at altitudes ranging from 8,000 to 10,000 feet excluding the mountain ridges and peaks*—enjoys a climate of eternal spring. Quito (9,375), which is eighteen miles south of the Equator, has a most delightfully refreshing climate. Throughout the year it is said that the temperature does not vary more than some 12°F., ranging from 50°F. at night to 62°F. during the daytime inside the house. From the early morning until about four in the afternoon the sun is bright but not too strong to be uncomfortable, the thermometer not going beyond 75°F. From four o'clock on the temperature gradually falls to about 50°F. It is therefore cool in the evenings, and as the houses are not heated, light woollens are widely worn.

THE INDIAN: HIS CHARACTERISTICS AND EARNINGS

This section of the country is mountainous with countless beautiful and very fertile valleys, which are intensively cultivated, including even the almost perpendicular sides of the hills. The richly multicoloured fields of grain and vegetables, orchards and pasture lands dotted with herds of fine cattle resemble a "patchwork" quilt and bring to the mind of the traveller the countryside of some parts of France and Scotland. The Indian of the country may be criticized by merchants of the town because he has no money to spend, but in spite of this condition, many thoughtful Ecuadorians claim he is one of the mainstays of the Republic. He is industrious and temperate in his habits. It is he who tills the soil and sows and reaps the crops and tends the sheep and cattle. While no doubt there are exceptions, the writer did not see one white man "on the land", all farm work being done by the Indian. Rarely does the latter own the farm on which he lives with his family in his no-window shack. He is there

* The chief mountain peaks of Ecuador are Chimborazo, 21,000 feet; Cotopaxi, 19,810; Antizana, 19,190; Altar, 18,000.

to work for his white master and with antiquated tools. Although a few steel ploughs are imported annually, the writer saw only wooden ones in use. These implements, each drawn by a pair of oxen, cut a shallow furrow but do not turn the soil over in the way in which we are accustomed to see it done. The pay of the farm labourer who is attached to the estate is his keep and a few cents as a gift at the end of the month. That of the labourer in the city is 20 cents (Canadian) per day. Domestic servants receive their keep and \$2 per month, while good cooks obtain \$5 per month (Canadian). There are probably not more than a score of small manufacturing industries in the province catering to the primary needs of the people. These include carpet, textile, shoe, and furniture factories. The principal fuel of the Andean region is the Eucalyptus tree, which is planted wherever there is suitable ground not required for more remunerative returns.

OTHER PROVINCES

The Province of Azuay, located in the Andes, is the third in importance in the Republic. It has a population of 182,000. Cuenca, the capital, is 9,000 feet above sea level and has a population of about 40,000. Riobamba is the fourth city of Ecuador with a population of 20,000. It is the capital of the Province of Chimborazo and stands at an altitude of 9,020 feet. It has many fine buildings, parks, statues, and at least one good hotel. The principal industries are the manufacture of cotton and woollen textiles, both hand-woven and machine-made carpets, butter, cheese, and shoes. Men's walking sticks of excellent quality are made and sold at a very cheap price. The locality also specializes in attractive curios made of vegetable ivory. As soon as the sun sets the wind sweeping from the snow-capped mountain peaks brings the thermometer down to or lower than 50°F., so that the nights are cold.

Ambato (altitude 8,435 feet), the garden city of Ecuador, is another Andean city far up in the mountains. It has a population of 14,000 and is the capital of the flourishing Province of Tungurahua. This province has a climate very much resembling that of Canada during the months of May, June, September, and October. Its fertile valleys produce fruits of the Temperate Zone in great variety, such as apples, pears, strawberries, cherries, apricots, plums, grapes, and melons, as well as every vegetable known to such a climate. Several factories make woven goods of both cotton and wool, including blankets, shawls, and carpets. The many-coloured and picturesque hand-woven poncho, ubiquitous amongst the Indians of the Andes and southern plains of South America, is to be seen in the province as everywhere in the elevated regions in Ecuador. The locality of Ambato also produces leather goods, tagua buttons, and furniture of wood and bamboo.

Latacunga (altitude 9,055 feet) has a population of 15,000. It is the capital of the Province of Leon. The principal industries of this locality are agriculture and dairy produce, the latter along with cattle raising having made enormous strides in recent years. Furniture, flour milling, construction materials, mineral waters, and gunpowder are among the manufactured articles produced.

Apart from Guayaquil, there are no large towns on the coast or Pacific plain. Manta with a population of 4,000 is a small fishing port on Manta Bay, and is the terminus of a narrow-gauge railway to Santa Ana. This railway passes through plantations of coffee, cocoa, and ivory nuts. Panama hats are also made in this region. Esmeraldas, another coast town and port, with a population of 5,000, is located at the mouth of the Esmeraldas river, which empties into the Pacific Ocean 65 miles from the Colombian frontier. It is the capital of the province of the same name. A railroad has been surveyed between Esmeraldas and Ibarra, 115 miles distant. The completion of this line means another outlet to the sea for Quito as well as many of the fertile valleys of the Ecuadorian-Andean plateau.

VENEZUELA AS A MARKET

TRADE COMMISSIONER JAMES CORMACK

III

Notes on Commodities—Continued

Piece Goods.—There is a big demand for low-grade artificial silk goods, which must be highly coloured to suit the market. There is some sale for better-quality silk goods also, but the bulk sales are for use by the peasants and therefore inexpensive. This applies especially to cottons, of which there is quite an extensive local production in cheap goods of poor quality. Manchester sells all kinds of low-grade cottons, and the United States also has a share in the market, chiefly of sheetings. Handkerchiefs, towels, ribbons, laces, and sewing thread come almost entirely from Europe.

Knit Goods.—A cheap grade of knit cotton undershirts manufactured from local cotton is much used by the people of the lower classes. There are good imports of Union and two-piece suits for men. On account of high duties there is little or no market for silk underwear. There is some import of cloth to make underwear—a kind of muslin and knit ribbed cloth, both close and open woven.

Hosiery.—Ladies' hose of real silk sells well in Venezuela and is all imported. There is a big sale of the cheaper qualities of cotton and artificial silk stockings, but they are nearly all of domestic make. Men's silk half-hose, mostly black cordwoven, blue, and in fancy colours, sell in the order named. There is little sale for white socks: white shoes are seldom seen. Popular sizes are 9 and 9½. Women prefer light fancy colours, blacks and greys. All must be full-fashioned to sell well. Some chiffon ladies' hosiery was seen in stock. Popular sizes are 8 and 8½. Children's socks are of fancy colours, and, in the cheaper lines, with turn-down and fancy tops. They cost from 80 cents to \$1.50, in cotton, factory price. Those with part artificial silk cost from \$2 to \$3.

Neckwear.—Ties sell from \$6 to \$12 per dozen in silk. Broad fancy styles are imported from France, and narrower from the United States. Few knitted ties are sold; those that are are of Italian make. Semi-soft and stiff collars sell best; the former the better of the two, because they have no local competition to meet.

Hats.—There is a big local production of cheap straw hats centring in the city of Valencia. The making of "Panama" hats from palm straw is an important household industry in many localities; they sell for about \$1 per dozen. In the cities felt hats from England, Italy and the United States are worn. They differ in no way from the style of hats seen in Canada.

Optical Goods.—The market for these is very restricted, and consists almost entirely of eye-glasses. The people lead an open-air life and are so little employed industrially that bad eyesight is almost unknown except in extreme old age. Consequently, the business is largely confined to Caracas where the merchants, clerks and professional classes are centred. American goods are chiefly in demand, the trade having been wrested from Germany and never regained. There is no local competition except that lenses are ground in the capital. There is some demand for goggles, chiefly for motorists.

Electricity.—The General Electric Company supply most of the light bulbs, etc., used in Venezuela; stoves, cookers, toasters, irons and the like do not sell very well on account of the dear power. There is a fair demand for lighting plants—Delco, etc.—especially for use in the country. There is quite a good market for portable flashlights and dry batteries. Electricity is supplied to

Caracas by the Generadora Fuerza y Luz Electrica, which is a Venezuelan concern, and furnishes current to an English company (the Venezuela Electric Light Company) which supplies lighting to the capital. Another local company (Venezuellena de Luz) also provide a light in competition. The former company uses water turbines; the latter Crossley crude oil engines. Power for lighting is 100 a.c. 50 cycles, and costs 1.25 bolivars (about 23½ cents) per kilowatt hour. The first-named company provides power and is allowed to sell and supply 220 a.c. 50 cycles at \$5 per ¼-h.p. per month. Electric motors are supplied from the United States, Germany, Italy and Switzerland. The market is small and mainly for motors of ¼ to 5 h.p. European quotations are extremely low. Electric wiring sells fairly well. It is practically all exposed, but in some of the better-class houses iron conduit is used. There is a sale also for switches, and a great variety of cheap types are in use. Few desk and table lights or lamps are used; most of the lighting is from the ceiling. Radio goods are only imported by one firm (under concession from the Government) with a purchasing agent in New York.

Cement.—There is a large consumption of cement in Venezuela chiefly for the construction of roads and modern buildings. The Fabrica Nacional de Cemento at Caracas turns out much cement for domestic use, but it is not considered as good as some imported cements. The Department of Public Works is the largest user, but at the present time they are not carrying out an extensive program. It is the intention of the Government to pave all the highways in the country, and a paved military road from the capital to the borders of Colombia, to tap the wealthy but detached district of Maracaibo, has been approved. At a recent date most of the imports of cement were coming in from Hamburg in wooden barrels of 180 kilos costing \$2.50 c.i.f. La Guaira. This cement was stated to be of good quality and to set well. Canadian cement was being offered through Trinidad, but transshipment costs were causing the landed price to be too high to be competitive.

Machinery.—There is a good demand for wood-working machinery all over Venezuela. While petrol engines are in some demand, the oil companies use steam engines largely; a few marine engines are handled on the coast. The Department of Public Works is using a considerable amount of road-making machinery, especially concrete mixers and road rollers of not more than 6 tons. At the present time, however, much of their work is being curtailed on account of lack of funds, and they are not in the market. There is a good demand for lathes, drills, etc., for use by repair shops and mechanics generally. In the interior there is a good sale of ice-making plants capable of producing 1½ to 2 tons of ice per day. Sugar machinery also is a good but specialized trade. The cane is not producing much sugar on account of excessive moisture, and the companies were not thinking of doing much buying. The match factory in Caracas, which is a Government monopoly run by an English company, usually buy through their London office. They were not interested in buying machinery from Canada, but stated that they would be interested in obtaining stock, especially paper and box material, from the Dominion.

The street railways of Caracas are operated by a British company (the United Electric Tramways Company of Caracas Limited), and do all their buying of supplies through their London and New York agents. They operate 60 passenger cars over twenty miles of track, and convey 10,000,000 passengers annually. Their motive power is electric of hydraulic source. A British company has the franchise for operating the telephone in Caracas, and are in course of changing over to the automatic system.

BANKS AND CURRENCY

In addition to several native chartered and private banks, the Anglo-South American Bank Limited, and the National City Bank of New York,

Canadian exporters may have recourse to the services of the Royal Bank of Canada, which is established in Caracas, and has branches in Valencia, Ciudad, Bolivar, Puerto Cabello, and Maracaibo. There is a stable currency in Venezuela, based on gold, and the monetary unit is the bolivar, which has a par value of 5.18262 bolivars to the United States dollar, and is subdivided into silver and nickel coins. There are many bank-notes issued which circulate freely in the district of issue, but which are discounted or not accepted in other districts of the country. The word "bolivar" is usually seen contracted and written "Bs." The metric system of weights and measures is in use in Venezuela, and should be employed by exporters wherever possible, as many merchants are quite unfamiliar with the English system. Spanish, the language of the country, should be used in correspondence, catalogues, price lists, etc., wherever possible, and unless otherwise indicated. Price quotations should always be c.i.f. Venezuelan ports. Credits are long, and interest rates high; but the banks should always be consulted on such matters.

PACKING REQUIREMENTS

For the majority of exporters, packing for Venezuela presents few difficulties, and requires no special study. All the important trading centres of the Republic have fairly adequate transportation facilities and modern methods of handling goods. Care must be taken, on account of the customs method of assessing duties, to have packing as light as possible consistent with safety. Care must specially be taken with regard to accuracy in statements of weights, descriptions and markings, otherwise heavy fines may be incurred. Unless the consignee of goods refuses the shipment within four days, even though they be confiscated, he is still liable for duties and for any fines that may be imposed in connection therewith.

ADVERTISING

Since only about 20 per cent of the people are literate, newspaper advertising should be confined to better-class or luxury goods. Anything consumed by the peasant classes can best be advertised by simple design or trade-mark prominently displayed by poster. Catalogues in the Spanish language and with metric weights, if judiciously distributed, should bring results. All classes patronize the motion pictures, which are to be seen in nearly every town, and they are considered a good advertising medium if properly designed. In common with other Latin-Americans the Venezuelans place a great deal of importance upon courtesy of expression and like to feel that they are being brought into personal contact with firms with whom they are doing business. All letters designed for them should be signed, not mimeographed or duplicated, and where possible, addressed to the head of the firm. Circulars and general trade literature carry little weight and are really lost effort.

MARKET PROSPECTS

Venezuelan merchants are keen to increase their trade with Canada, and the market is one which has not been diligently cultivated by Dominion exporters. There exists most favoured nation relationship between the two countries which entitles Canada to export her goods to Venezuela on a level with all other countries. Salesmen and others on the West Indies routes can easily link up the eastern and western groups by including Venezuela and Colombia in the long "jump" between Jamaica and Trinidad. Steamship connections are good and frequent, hotels in the larger commercial centres are reasonably comfortable and inexpensive, and, with reasonable precautions, the journey can be healthy, interesting and profitable. During the past two years, owing to the restriction of the oil output and the unsatisfactory returns from exported coffee and produce, merchants have been buying but little and liquidating their stocks. While large orders will probably not go forward this year, these should be steady and frequent, because stocks are low and the general business outlook bright.

THE COLONY OF BRITISH GUIANA

ACTING TRADE COMMISSIONER R. T. YOUNG

II

Industries

TIMBER AND FOREST

The forest generally reaches a height of 125 to 150 feet, and in rare instances up to nearly 200 feet. The Crown owns 99 per cent of the forest area, and wood cutting is permitted under licence. Security has to be given against injury to the forest and royalty is payable on all timber cut. The industry comprises wood cutting for greenheart only, or for that and other woods for timber, lumber and railway sleepers, for wallaba shingles, vat and fence staves, posts and poles, charcoal and fuel.

Logs of square-hewn timber are usually hauled to navigable water by manual labour or oxen; a few motor tractors have been used recently for this purpose, and on one grant winch and cable haul for about a mile, and rail to river, $3\frac{1}{2}$ miles, has been adopted. The heavier woods are transported by means of punts alongside which the logs are slung, while the lighter woods are floated down the river in rafts. Charcoal, fuel-wood, and other articles are conveyed by carts to a navigable stream and transported by punts to the markets.

There are twenty-two power-driven saw-mills in the colony and five wood-working factories, and a large number of sawpits worked by manual labour, which deal with the timber for local use and export. Greenheart is exported generally in the form of hewn logs.

PAPER PULP

During 1923 the Imperial Institute, London, examined a number of British Guiana timbers to determine their value for the manufacture of paper. The results are encouraging and good yields of pulp have been obtained from a number of the native woods.

Balata.—"Balata" is the trade name of the coagulated latex of the balata tree; it is largely used in the manufacture of belting and boot soles. The industry, judged from the value of the exports, is a most important one.

The trees are generally gregarious in habit, but they are also found scattered widely apart in the mixed forest areas; they are most abundant in the Berbice and Rupununi districts of the colony. The trees cannot be felled except under a written permission and no tree may be tapped which has a girth of less than 36 inches at $4\frac{1}{2}$ feet from the ground. Trees may not be re-bled until the previous cuts are entirely healed, which takes from four to five years.

The latex flowing down the incisions made around the bole of the tree in a feather-stitch pattern is caught in a calabash (or gourd) made from the fruit of the calabash tree and the result of the day's tapping is removed in tins to the camp, where the latex is poured into shallow trays ("Dabrees") which hold from 5 to 30 gallons or more. The latex dries on the surface into thin sheets, which are successively removed until the trays are exhausted. After being drained over the dabree, the sheets are hung up in a roughly-constructed shed until dry. The yield of the trees varies considerably, the flow of latex being affected by changes in weather and other conditions, but on first tapping an average of from 4 to 6 pounds per tree is obtained. On rebleeding the same area of bark after a period of five years, by experiment, the yield is only about a third that of the first tapping.

In 1859 the first sample of balata was sent from this colony to England, and in 1865 the amount exported was 20,000 pounds. The demand for balata and its value has been steadily increasing in later years: the largest export in one year (1917) reached 1,595,888 pounds.

SUGAR, RICE, AND AGRICULTURAL INDUSTRIES

The sugar industry is by far the most important in the colony, and sugar with its by-products rum, molasses, and molascuit, contributes a large percentage of the total value of the exports. About 33 per cent of the wage-earning portion of the population are directly connected with the sugar industry.

The Estates.—The sugar estates are situated on the flat plain of marine alluvium along the coast, and for a short distance up the larger rivers. There is a sufficient area of suitable land in the colony to produce 2,000,000 tons of sugar annually.

The largest area under sugar-cane cultivation on any one estate is 7,209 acres at Plantation Diamond on the Demerara River. The majority of the estates, however, have only from 1,000 to 2,000 acres each under cultivation.

Keen competition, the necessity of reducing the cost of management, and the concentration of manufacturing operations, have accounted for the reduction in the number of estates, but have resulted in a great improvement in the processes of extraction and manufacture.

A large area of the front lands of the estates has been abandoned from sugar cultivation, and is now utilized for the cultivation of rice and cocoanuts.

Methods of Cultivation.—A very large proportion of the sugar-cane lands of British Guiana being below the level of high tide, extensive sea-dams have to be maintained. The estates are laid out in rectangles with numerous canals, drains and cross-drains for the purpose of drainage, transport, and irrigation. All the transport of canes to the factory and supplies to the estates is carried out by water in large iron punts. The drainage of the majority of the estates is maintained by pumping the water from the trenches into the large drainage trenches, which discharge into the sea or river at low tide through sluice gates, but in some cases, however, all the drainage required is obtained by natural outflow into the sea or rivers through sluice gates or "kokers" at periods of low tide. The sugar lands being mainly heavy clays, an elaborate system of surface drainage is an absolute necessity. The cross-drains make it difficult under the climatic conditions prevailing to work the land with other than hand labour.

It has been found to be necessary, up to the present, for the rows of sugar-cane to run along the beds instead of across them when mechanical or implemental tillage is practised. The result of this method on the heavier types of soil is that adequate drainage cannot be obtained. On the lighter soils of the back lands of some of the estates implemental tillage is being carried out, while at Plantation Diamond—a river estate—both mechanical and implemental tillage is largely and successfully practised. Nevertheless, the greater portion of the field work of the sugar estates is done by manual labour—the canes are planted, weeded, trashed, cut and carried from the fields into the punts for transportation to the factory, all by hand.

Three classes of sugar are manufactured. The greater bulk of the sugar produced is "grey", "dark", or vacuum pan crystals for the American and Canadian refiners, but some estates manufacture "yellow crystals" for the United Kingdom. This class of sugar constitutes the well-known "Demerara crystals", originally the product of the Bourbon variety of sugar-cane. A little white sugar is also made.

Rum is made on most estates; a certain quantity of second molasses is exported, and molascuit (a cattle food) is also manufactured.

Demerara Rum.—British Guiana, until the last five years, was the largest exporter of rum of all the British West Indian colonies, the bulk of which went to the United Kingdom. In view of the decrease in the demand for rum, efforts have been directed towards converting molasses into industrial alcohol, with encouraging results. While there is, as yet, no export of industrial alcohol, a considerable quantity is used by the estates for running their lorries, estate cars, and tractors for ploughing.

Demerara rum is the product of pure yeast fermentation, and has not a high flavour like other rums of slow fermentation where wild yeast and bacterial organisms are given opportunity to increase.

Rice.—Since 1902 the rice industry of British Guiana has made enormous strides, and now the supplies not only meet the local requirements but also a very considerable proportion of the wants of the West Indian Islands, and French and Dutch Guiana.

The development of this industry has been due almost entirely to East Indian settlers, but of late years the authorities of sugar estates have given every encouragement to rice-growing. Large areas of abandoned sugar lands near the coast are rented to East Indians who decided to remain in the colony with their families after their term of indenture expired, and these people are the principal cultivators and growers of rice.

Rice was first exported from British Guiana in 1902-3, when about 5 tons, of a value of £60, left the colony, while during 1926 the export was 6,526,452 pounds valued at \$218,146, the greater part of which went to the West India Islands and to French and Dutch Guiana. The effect of the local production of rice on imports has been very marked. In 1899 rice imported was 11,300 tons, while in 1911 the imports had fallen to 354 tons, and in 1922 no rice was imported. Rice as a rule is shipped in bags of 170 pounds each.

Several large rice mills operate in different parts of the colony, whilst a large number of small ones are scattered throughout the rice districts. From trials made, it has been ascertained that paddy gives about 65-66 per cent of its weight of clean rice. Two kinds of rice are made—a "brown" rice in which the paddy is steamed before it is passed through the mills, and a "white" rice. The former is claimed to be more nutritious than the latter. No polishing of rice is carried out.

The methods of cultivation generally in vogue are the Eastern, and therefore manual. Primitive ploughs and harrows are employed in many districts, and cattle are sometimes used for the trampling out of the grain, while winnowing is usually accomplished by hand. Improvements in the methods of cultivation are being made, and increased returns have resulted. The cultivation of rice on a large scale by implements is being watched very closely as it is believed that much larger areas of land could be brought under rice cultivation, and British Guiana, which is at present the greatest rice-producing country in South America, would become an important factor among the suppliers of the world.

COCOANUTS

Cocoanuts thrive well on the coastal lands of the colony, particularly where it is of a sandy nature, and cultivation is steadily taking place. The coconut palms growing in the colony are scattered, being owned chiefly by small growers, but there are a few fair-sized coconut estates.

The exports of cocoanuts are small in relation to the number of acres planted, as the major portion of the nuts yielded are utilized in the colony for the preparation of coconut oil and of cattle food. Coconut oil is consumed in large quantities, especially among the East Indian section of the community, and the locally-prepared product has gradually displaced the imported. During late years, however, the exports of cocoanuts have been increasing, due to their enhanced value in the world's markets, chiefly the United States.

A small quantity of copra is made and exported. The copra is the ordinary grade used for the extraction of oil, and is mainly sun-dried, although attempts are being made at artificial drying.

COFFEE

In the early part of the nineteenth century British Guiana exported considerable quantities of coffee, but from 1846 no exports of any importance have

been made. In 1926 exports amounted to 773,257 pounds valued at \$132,263, principally to Holland.

CACAO

The cultivation of cacao is carried out on some of the river lands of the colony. There are a few fairly large estates, but the majority of the cacao cultivations are small. Cacao is growing very well on the lands of the Berbice and Demerara rivers, whilst its cultivation is also carried on along the banks of the Essequibo and the Pomeroon and in the Northwestern District. Planting cacao requires, at the commencement, command of more capital than small farmers usually possess, and therefore progress has been slow. British Guiana cacao is of high quality.

LIMES

The cultivation of limes in British Guiana is beyond the experimental stage. On the light, almost sandy, soils of the Essequibo coast they are growing excellently, as also on the soils of the Essequibo river, where they are protected from the full force of the wind, while cultivations are also established in the county of Berbice. In the interior of the colony lime trees are to be found flourishing around the various settlements, where they bear large crops of fruit of high quality. The limes produced are large juicy fruit, and their acid content is satisfactory.

MR. A. S. BLEAKNEY'S TOUR OF CANADA

Mr. A. S. Bleakney, Canadian Trade Commissioner in Rio de Janeiro, is about to begin a tour of the Dominion in the interests of Canadian trade with Brazil. He will begin calls at Vancouver on February 15, and his itinerary in Ontario is expected to commence about March 1. A visit to Quebec and the Maritime Provinces will be made later. Canadian exporters who desire to interview Mr. Bleakney are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

CUBAN IMPORTS FROM CANADA

TRADE COMMISSIONER J. CORMACK

Havana, January 10, 1928.—According to statistics furnished by the Cuban Treasury Department, imports from Canada into Cuba during the first six months of 1927 were valued at \$3,739,721, compared with \$4,407,134 for the corresponding period of last year. Taken in the order of value for 1927, the following table shows the amount and fluctuations of the ten leading commodities shipped from the Dominion to Cuba:—

Commodity	Quantity (Kilos)			Value in \$		
	Jan.-June 1926	Jan.-June 1927	Differ- ence %	Jan.-June 1926	Jan.-June 1927	Differ- ence %
Potatoes.....	36,174,509	39,589,030	+ 9.4	2,600,691	2,149,895	-17.4
Codfish.....	2,706,612	3,996,660	+47.6	530,399	641,760	+20.9
Condensed and evaporated milk..	758,749	1,216,867	+60.3	152,288	232,037	+52.3
Flour.....	6,547,019	2,906,735	-55.7	560,260	229,948	-59.0
Rough sawn pine.....	2,364,706	1,909,718	-19.3	91,200	72,064	-21.0
Hay and bran.....	1,593,828	1,879,189	+17.9	33,794	48,844	+44.5
Carbide.....	834,253	691,456	-17.2	44,529	41,827	- 6.1
Automobiles (No.).....	31	29	- 6.5	46,362	38,821	-16.3
Liquor and cordials.....	20,913	32,085	+53.4	18,755	35,997	+91.9
Copper wire.....	196,877	80,889	-58.9	81,796	30,795	-62.4

It will be observed that while the values of some commodities diminished, notably in the case of potatoes, quantities had increased. The drop of nearly 60 per cent of the flour trade deserves special note, affecting as it does both quantity and value.

OTHER IMPORTS

As an indication of what goods Canadian exporters are now shipping to this market, the following table enumerates a number of the other commodities not above mentioned:—

Free of Duty—	1926		1927	
	Quantity Kilos	Value \$	Quantity Kilos	Value \$
Harvesters and reapers.. . . .	....	....	33,343	1,400
Paper for newspapers.. . . .	25,181	2,026	50,367	4,491
Barbed wire	9,115	5,022	....	....
Other free printing	1,107	801	....	....
Other duty free articles.. . . .	....	....	3,000	2,839
Dutiable Articles—				
Other earths (not gypsum and lime)	....	....	49,910	1,061
Glasses (containers)	10,029	579	18,580	1,040
Wire and cables .. . . .	....	....	15,532	2,306
Other manufactures of iron and steel	2,710	1,185	4,515	3,539
Other copper manufactures	4,196	3,804	96	265
Nickel in bars, plates, etc.. . . . .	....	....	1,314	1,114
Chemical fertilizers .. . . .	....	....	382,433	20,447
Acids.. . . .	7,760	1,385	....	....
Other salts .. . . .	....	....	46,021	2,750
Soap manufactures, oils.. . . .	23,400	3,700	34,003	4,218
Other animal fats	2,849	7,687	....	....
Residue and grease for soap manu- facture	81,753	11,811	68,261	10,289
Stockings	65	1,357	....	....
Paper in leaf form	2,037	760	9,203	1,908
Wrapping paper, sacks, etc.	51,214	5,108	20,357	1,958
Other paper	6,920	3,733	3,342	1,992
Note paper	24,534	10,518	14,742	10,517
Other cardboard	411	1,551	80	95
Ordinary wood, unelaborated	63,771	1,921	99,940	3,364
Box container for merchandise	72,864	1,175	142,337	2,519
Barrels and hogsheads	229,297	1,917	260,687	2,340
Fibre, wicker, reed, etc., without manufacturing	3,250	1,155	....	....
Leather, patent or varnished .. . . .	....	....	3,547	10,315
Sugar mill machinery and accessories	191,524	5,435	....	....
Other machines	7,019	15,606	10,515	17,579
Pieces and accessories of machinery..	2,707	5,637	9,922	7,464
Automobile accessories	4,691	3,678	8,319	6,758
Sail boats	119,095	9,400	....	....
Herrings	123,154	14,865	232,638	22,716
Canned salmon	13,292	2,152	78,569	11,701
Sardines in tins	12,570	2,443	190,982	29,738
Other preserved fish	17,244	3,479	....	....
Butter	646	696	2,218	2,054
Cheese	4,060	2,574	18,081	5,660
Oats	1,949,311	72,154	7,318	335
Rye	131,440	5,577	....	....
Onions	103,707	6,929	138,528	9,281
Beans	36,292	4,085	112,111	4,498
Vegetables-conserves	14,668	2,017	16,743	2,144
Pickles and sauces	63,856	4,968	....	....
Amber, tortoiseshell, jet	285	1,633	....	....
Carbide and calcium.. . . .	834,253	44,529	691,456	41,827

During the first six months of 1926 Canada shipped \$5,022 worth of barbed wire to Cuba and none during the same period in 1927. Other decreases were recorded in the following: potatoes, flour, oats, copper wire, other animal fats, wrapping paper, other paper, and carbide. Increases were registered in shipments of glass containers, manufactures of iron and steel, nickel, chemical fertilizers, salts, common woods, patent leather, parts and accessories of machinery, accessories for automobiles, codfish, herrings, canned salmon, sardines, condensed milk, butter, cheese, hay and bran, onions, and liquors.

ECONOMIC CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, January 21, 1928.—Most branches of Dutch industry continue to show the upward trend that has been in evidence during 1927.

Cattle breeding and dairy farming and crops were below the average, although prices were entirely satisfactory; but market gardening had a successful year. Striking successes were obtained in the artificial silk, Philips' glow lamp, and radio industries, and a distinct improvement was noticed in the textile industry during the latter part of the year. In iron manufacture, business is not so good, but in the electro-technical industry conditions have improved.

Many complaints have been heard as to foreign competition in the china and glass industries in the south. Conditions generally in the cocoa and chocolate industry have not been favourable. After a titanic struggle between the two big margarine combinations, agreement has at last been reached and prospects are good for the present year.

Already the reclaiming of land from the Zuider Zee is said to be paying its way. During the last two months the total number of employees in the famous Philips' lamp factories have increased from 10,000 to 12,000. The diamond industry has been suffering from a temporary reverse since the passing of the South African Precious Stones Bill. Most of the orders in the Dutch shipbuilding yards are now for domestic firms.

The Fokker Aircraft Corporation has been founded in Wheeling, West Virginia, under the management of the well-known Dutch aeroplane constructor, A. Fokker, and is said to have the exclusive right of building these aeroplanes in the United States.

In view of complaints that have been reported in these notes from the Netherlands on the part of Dutch manufacturers who are finding competition from other countries, where labour is cheaper, severe, it is interesting to note that a branch of Dutch industry which has recently applied for protection against foreign competition is that of ready-made clothing. The application is due not to the fact that quantities of ready-made clothes are imported from other countries, but that the domestic market alone is not sufficient to maintain the industry and high German duties keep its products out. They would thus rather see a lowering of other tariff walls than the raising of the Dutch duties. This attitude is probably true of a number of other war-created industries in Holland. The domestic market is small; the real market is across the border in Germany, and this is closed by protective duties.

AIR TRANSPORT IN THE NETHERLANDS

TRADE COMMISSIONER A. B. MUDDIMAN

Rotterdam, January 21, 1928.—A remarkable increase in air transport in the Netherlands during 1927 is worthy of attention in view of Canada's interests in air lines, commercial and otherwise. Holland is one of the most go-ahead countries in Europe in this regard. The big company is the K.L.M. (Koninklijke Luchtvaart Maatschappij: Royal Air Lines), which runs lines to London and Paris of their own, and in conjunction with other companies to Bremen, Hamburg, Copenhagen and Malmo, Brussels and Basle, etc.

During the summer of 1927, 11,023 passengers were carried, as against 5,495 in the previous year. Some 17,365 kilograms of mail were carried against 2,046 in 1926, and 9,434 kilograms of parcel post against 3,631 kilograms. The

passenger traffic has thus been doubled, while the transport of goods increased by 50 per cent, parcel post by 300 per cent, and the mails by 800 per cent, as compared with the previous year.

The Dutch Air Company K.L.M. have opened bureaux in Paris, London and Copenhagen. They carry on a keen propaganda to attract passengers and goods and receive a kind of subsidy from the Government.

FISH MEAL FOR THE NETHERLANDS

Mr. A. B. Muddiman, Canadian Trade Commissioner in Rotterdam, writes under date January 21, that during the last month or so the Rotterdam office has had a number of inquiries for fish meal. (A list of these is on file at the Department of Trade and Commerce, Ottawa.) It is possible that Dutch importers are making these inquiries owing to the present prices of the Norwegian product, largely herring meal. It has been stated that although Canadian production has increased, it has been difficult to obtain supplies for the Dutch market. Canadian shippers, however, should bear in mind that the Dutch market is one that depends solely on the price of Norwegian supplies of herring and white meals.

CANADIAN TRADE WITH ROTTERDAM

Mr. A. B. Muddiman, Trade Commissioner in Rotterdam, writes under date January 21, 1928, that during the past three months the trade between Canada and Rotterdam has picked up, owing to a large increase in grain shipments. This office has on record a list of cargoes of ninety-three ships coming into this port from Canada since September 1. Of these eighty-three carried grain and ten general cargo.

The total amount of all grains imported into Rotterdam from Montreal during the past season was probably greater than any other Continental European port. A recent press report gives the total in bushels for Rotterdam as 34,839,381 against 34,219,376 for Hamburg, and 18,000 bushels for Antwerp.

ECONOMIC SITUATION IN ITALY

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, January 16, 1928.—To obtain the results which have enabled Italy to take the decisive step of re-establishing the gold standard, all classes in the nation have been called upon to make heavy sacrifices. Satisfaction at the result obtained, however, does not blind anyone to the fact that many and grave difficulties still have to be overcome, especially in agriculture and industry. There will be no room for unsound or speculative business, and the year 1928 will doubtless witness the collapse of a number of undertakings born of inflation. But sound enterprises—and the great majority of Italian businesses belong to this class—will ultimately benefit greatly by the stable basis now afforded by the lira.

A policy of debt reduction and strict economy continues to be pursued. During December 300,000,000 lire worth of government bonds were withdrawn, and a saving of 331,000,000 lire has been effected on estimated expenditure during the first four months of the current financial year.

The industrial situation has changed little since November. Depression is still acute in the closely interrelated metal, engineering and building trades. Large orders which have been placed for the railways, and the proximate revival of building activities, are, however, expected to give some relief. Unemployment has somewhat decreased. The revision of production costs to bring

them into line with the present value of the lira is leading to the scrapping of old machinery and the adoption of more economical methods, and to the closing down of the more antiquated works. This process accounts to some extent for existing unemployment. Steps have been taken to provide agriculture with the credit it requires for future development. The latest reports show that the area sown to wheat for the coming season will be equivalent to that for the wheat year 1926-27 (5,000,000 hectares). Winter sowing has taken place under favourable conditions.

The task of organizing producers of all categories in syndical associations is practically completed.

ECONOMIC NOTES ON SWITZERLAND

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, January 14, 1928.—Upon examination of the Swiss official statistics for 1926, which have recently been received at this office, it was found pertinent, in order to form an estimate of the economic situation of Switzerland in the past year, to take into account not only her commercial balance but also what is known as her balance of accounts.

The Swiss balance of accounts consists of four component parts: (a) commercial balance, comprising the differences between imports and exports, between the so-called invisible exports and imports of the same nature, between exports and imports of gold coin, together with the exportation of electric energy; (b) balance of tourism, or the excess of the total expenses presumed to have been incurred by foreigners in Switzerland on the total sum spent by Swiss citizens abroad; (c) balance of services, or transit traffic, insurances, and profits made by banks, trusts, and other financial, manufacturing, and commercial societies, in their dealings with foreign countries; (d) balance of incomes, or the difference between the income accruing from capital invested by Swiss citizens and firms in foreign concerns and the income from capital invested in Switzerland by foreigners, the money owing to Switzerland and her foreign debt being reckoned.

COMMERCIAL BALANCE

The following figures give the state of the commercial balance of Switzerland for the past few years, the figures for 1913 being included for comparative purposes:—

	1926	In Millions of Francs			1913
	1925	1924			
Imports..	2,414.0	2,634.0	2,504.0	1,979.0	
Exports..	1,836.0	2,039.0	2,070.0	1,358.0	
Balance	— 578.0	— 595.0	— 434.0	— 621.0	
Invisible exports.. . . .	35.0	60.0	50.0	50.0	
Invisible imports.. . . .	15.0	20.0	15.0	10.0	
Balance	+ 20.0	+ 40.0	+ 35.0	+ 40.0	
Exports of gold coin .. .	55.0	198.0	70.0	34.0	
Imports of gold coin .. .	2.0	26.0	10.0	58.0	
Balance	+ 53.0	+ 172.0	+ 60.0	+ 24.0	
Exportation of electric energy..	+ 18.0	+ 14.0	+ 13.0	....
Balance total	— 487.0	— 369.0	— 326.0	— 605.0	

According to the foregoing table, the Swiss trade balance in 1926 showed a deficit of 578,000 francs, but in this connection it must be remembered that owing to her lack of raw materials and produce of the soil Switzerland has to buy *bon an mal an* considerable quantities of goods from foreign countries to furnish her inhabitants with provisions and procure the raw materials which

are required by her industries. On the other hand, invisible exports and imports, and exports and imports of gold coin, showed in 1926, a respective credit balance of 20,000,000 and 53,000,000 francs, whilst the exportation of electric energy amounted to 18,000,000 francs, leaving in 1926 an adverse commercial balance of 487,000,000 francs.

TOURISM, INCOMES AND SERVICES

There is an element of uncertainty in the calculation of the tourism, income and service balances, but this estimate being based upon data provided by reputable economists, the figures below may be taken as representing a fair approximation. Under the heading of tourism there was a favourable balance of 200,000,000 francs in 1926 as compared with 205,000,000 francs in 1925, 150,000,000 in 1924, and 215,000,000 in 1913. The balance of incomes showed a credit of 330,000,000 francs in 1926 as against 305,000,000 in 1925, 210,000,000 in 1924, and 165,000,000 in 1913, whilst the service balance was favourable to the extent of 110,000,000 francs in 1926, as compared with 90,000,000 in 1925, 90,000,000 in 1924, and 150,000,000 in 1913.

BALANCE OF ACCOUNTS

On the strength of the above indication the Swiss balance of accounts for 1926 as compared with 1925, 1924, and 1913 was as follows:—

	1926	In Millions of Francs		
		1925	1924	1913
Commercial balance	-487	-369	-326	-581
Balance of tourism	+200	+205	+150	+215
Balance of services	+110	+ 90	+ 90	+150
Balance of incomes	+330	+305	+210	+165
General balance	+153	+231	+124	+ 51

Despite a perceptible improvement in the service and income balance, the general balance of accounts for 1926 was less favourable than that of the previous year, due to the commercial balance being itself less favourable. It may be also worth noticing that the Swiss commercial balance is generally adverse, whilst the balance of accounts generally shows a credit.

TRADE IN 1926

As previously indicated, imports into Switzerland were valued at 2,414,000,000 francs in 1926 as against 2,634,000,000 francs in 1925, and exports in 1926 also decreased as compared with 1925, the two totals being respectively 1,836,000,000 and 2,039,000,000 francs. The principal articles and products imported into and exported from Switzerland were the following:—

Imports

In Millions of Francs			In Millions of Francs	
Articles and Products	1926	1925	Articles and Products	1926 1925
Wheat	145.9	147.8	Leather	30.6 31.4
Sugar	47.4	63.1	Silk	109.2 111.7
Butter	34.2	40.9	Cotton	86.3 121.7
Cattle	21.4	34.1	Wool	53.9 51.4
Coal	115.9	126.7	Woodpulp	3.3 2.6
Wood	34.9	31.8	Vehicles	87.5 76.7
Hides and skins	11.0	13.2	Machinery	59.7 66.4

It may be of interest to note in connection with the Swiss imports of wheat that in 1925 Canada's share of the trade was valued at one-half and in 1926 at approximately two-thirds of the total, the United States and Argentina occupying respectively the second and third ranks, as is shown by the following figures, those for 1925 being within parentheses: Canada, 99,070,431 francs (74,614,000); United States, 26,637,762 (51,242,000); Argentina, 10,726,705 francs (12,125,000); other countries, 9,465,162 francs (9,819,000).

Exports

In Millions of Francs			In Millions of Francs		
Articles and Products	1926	1925	Articles and Products	1926	1925
Watches	247.7	301.0	Cheese	90.1	90.5
Machinery	163.6	101.7	Aluminium	54.8	51.6
Condensed milk	44.1	44.4	Colours	57.0	52.2
Chocolate	32.2	35.0	Rayon	34.0	30.3

Watches, machinery, and cheese were in 1925 and 1926 three most important items of export.

MAIN SOURCES OF IMPORTS AND EXPORTS

The main sources of importation into and export from Switzerland are in order of importance the following:—

Country	Imports		Exports	
	In Millions of Francs		In Millions of Francs	
	1926	1925	1926	1925
France	495.5	498.7	154.1	172.8
Germany	465.0	471.1	66.3	70.3
Italy	251.8	266.4	112.5	104.2
United States	187.7	227.3	201.0	191.5
Great Britain	148.0	277.5	298.6	420.1
Canada	109.3	92.7	46.5	37.2
Czecho-Slovakia	79.0	93.4	38.2	39.9
Argentina	70.2	85.3	35.4	37.8
Egypt	50.5	65.7	13.4	17.6
Spain	39.9	37.2	53.8	53.0
Poland	31.5	13.5	19.7	27.6
Hungaria	29.1	19.8	17.8	15.4
Brazil	26.8	23.2	21.4	20.8
Jugo-Slavia	19.8	26.0	8.0	8.3

Germany was in 1926 the best customer of Swiss produce and France the largest exporter to Switzerland. Canada occupies the sixth rank in the Swiss foreign trade.

CANADIAN TRADE WITH SWITZERLAND

According to the Swiss statistics, Canadian export trade to Switzerland in 1926 amounted to 109,288,532 francs, while in 1925 it was valued at 92,690,000 francs. Imports from Switzerland amounted for these two years respectively to 46,578,791 and 37,202,000 francs. In other words, Canadian exports were increased by 16,598,532 francs and imports by 9,276,791 francs.

The value of the chief Canadian products exported to Switzerland in 1926, the figures for 1925 being within parentheses, were: wheat, 99,070,430 francs (74,604,000); oats, 6,701,564 francs (11,754,000); barley, 1,097,564 francs (2,397,000).

The Dominion's principal imports from Switzerland in 1926, the bracketed figures being for 1925, amounted to: artificial silk, 27,778,310 francs [21,341,000]; ribbons, 2,532,237 francs [2,098,000]; watches and works, 6,009,700 francs [4,316,000].

NOTICE TO EXPORTERS TO CHINA

Mr. L. M. Cosgrave, Canadian Trade Commissioner, Shanghai, advises that a prominent importer of that city, covering the Middle and Far East from Java to Japan twice yearly, will arrive in Canada some time during May. This importer would be interested in communicating with Canadian exporters of the following products: heavy chemicals and acids; thermos flasks; flash-lights; felt hats; knitted silk; cotton and woollen underwear; men's haberdashery; and confectionery.

Interested Canadian firms who desire to be put into communication with the importer referred to, or to interview him, are requested to advise the Department of Trade and Commerce, Ottawa (file No. 25614).

TARIFF PREFERENCES OF THE BRITISH EMPIRE*

V. Australia

The tariff of the Commonwealth of Australia is similar in form to the Canadian tariff; that is to say, both countries have statutory tariffs consisting of three schedules of duties, namely, British Preferential, Intermediate, and General (the highest). The general tariff of Australia applies to all non-British countries, and also to a large portion of the British Empire. The full British preferential schedule is extended, by the ordinary customs tariff law, to products of the United Kingdom. Australian tariff concessions to any country other than the United Kingdom depend on negotiations.

The usage which obtained prior to the establishment of the Irish Free State of admitting goods the produce or manufacture of Ireland (as part of the United Kingdom) at the rates of the British Preferential Tariff has been allowed to remain in force in regard to goods the produce or manufacture of the Irish Free State.

In practice Canada has been according to Australia (as well as the rest of the Empire) most favoured nation treatment, which at present includes the benefit of the intermediate tariff and lower rates on some goods, but this is not due to any trade agreement between the two countries. As the result of negotiations which took place with a view to exchanging preferences in customs duties Canada and Australia enacted legislation, effective from October 1, 1925, according each other concessions on specified tariff items in each case. Goods on which Australia is given a tariff advantage in Canada include raisins and currants; canned, dried, or evaporated fruits; canned vegetables; fresh and canned meat; lard; tallow; butter; eggs; cheese; honey; sugar; onions; all as set forth in the Canadian tariff items involved.

The Australian concessions to Canada consist of British preferential rates of duty, the same as are granted to the United Kingdom, on some tariff items, and intermediate tariff rates on some others. These items with rates of duty in effect are given in the appended statement, the rate applicable to Canada being indicated in each case by the letter "C". Where "deferred duty" (on certain paper and on iron pipes) is shown, the postponed rate has appeared in the tariff for a considerable time without being brought into operation. On each occasion, when the specified period of deferment expired, enforcement was further delayed. At the time of writing the rates in question are deferred until April 1, 1928.

Item No.	British Preferential Tariff	Intermediate Tariff	General Tariff
51 (b) Fish, fresh, smoked or dried (but not salted), or preserved by cold process per lb.	1d. (C)	1d.	1½d.
(c) Fish, preserved in tins or other airtight vessels, including the weight of liquid contents per lb.	1d. (C)	1½d.	2½d.
(d) Fish, potted or concentrated, including extracts of, and caviare ad val.	25% (C)	25%	25%
(e) Fish, not specified in the tariff, per cwt.	5s. (C)	6s.	6s.
(f) Oysters, fresh, in the shell . . per cwt. (112 lbs.)	2s. (C)	2s.	2s.
113-B Gloves of textile (with some exceptions) ad val.	10% (C)	15%	25%
(Proposed new tariff ad val.)	(Free)	(15%)	(25%)

* The earlier articles of this series were: I, Great Britain and Northern Ireland, and the Irish Free State in *Commercial Intelligence Journal* No. 1241, November 12, 1927; II, British West Indies, Bermuda, British Guiana, and British Honduras in No. 1242, November 19, 1927; III, British South Africa in No. 1245, December 10, 1927; IV, New Zealand in No. 1252, January 28, 1928.

Item No.	British Preferential Tariff	Intermediate Tariff	General Tariff
169 (a) Linotype, monotype, monoline, and other type composing machines; printing machines and presses; typewriters (including covers); machinery used exclusively for and in the actual process of electrotyping and stereotyping; aluminum rotary graining machines; adding and computing machines and all attachments ad val.	Free (C)	5%	10%
169 (b) Cash registers ad val.	Free (C)	5%	10%
334 (c) 1 News printing paper, not glazed, mill-glazed or coated in rolls not less than 10 inches in width or in sheets not less than 20 inches by 25 inches or its equivalent Per ton (2,240 lbs.)	Free (C)	£3	£3
334 (c) 2 Printing paper, otherwise unspecified in the tariff (glazed, unglazed, mill-glazed, or coated) not ruled or printed in any way in rolls not less than 10 inches in width or in sheets not less than 20 inches by 25 inches or its equivalent per ton	Free (C)	£3	£3
334 (c) 3 Printing paper, otherwise unspecified in the tariff ad val.	15% (C)	20%	25%
334 (f) 1 Writing and typewriting paper (plain), not including duplicating, in sheets not less than 16 by 13 inches ad val.	Free (C)	5%	10%
Deferred duty ad val.	20% (C)	25%	30%
110 C Corsets ad val.	30%	40% (C)	45%
152 A Iron and steel tubes or pipes (except riveted, cast, close-jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes ad val.	Free	5% (C)	10%
Deferred duty ad val.	27½%	35% (C)	40%
(Proposed new deferred duty, ad val.)	(40%)	(55%) (C)	(60%)
328 Goloshes, rubber sand boots and shoes and plimsolls per pair or if it return a higher duty, ad val.	1s. 6d. 25%	1s. 9d. (C) 30% (C)	2s. 35%
359 D 4 (a) Motor car chassis, but not including rubber tires or storage batteries, unassembled ad val.	Free	12½% (C)	17½%
(b) Motor car chassis, but not including rubber tires or storage batteries, assembled ad val.	5%	20% (C)	25%
180 F Storage batteries accompanying motor cars and chassis ad val.	27½%	35% (C)	40%
(Proposed new tariff on storage batteries for motor cars other than for propulsion purposes) ad val.	(35%)	(47½%)	(60%)
359 F Various vehicle parts coming within the following tariff classification: Vehicle parts (otherwise unspecified) including undergear (inclusive of axles, springs, and arms), axles (otherwise unspecified) springs, hoods, wheels (otherwise unspecified), and bodies (otherwise unspecified) ad val.	40%	50% (C)	55%
(Motor car bodies do not come within the preferential list.)			

Australian tariff changes were proposed on November 24, 1927, and later dates (not finally enacted at present writing) affecting items 113 (gloves), 152 (tubes), and 359-D-4 (certain parts of chassis). The changes became operative immediately only where rates were increased.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Explanatory Statement required for Goods Exported to Australia

Advice has been received from the Acting Comptroller-General of Customs at Canberra, Australia, showing that the customs authorities require for imported goods a statement from exporters supplementary to the ordinary customs invoice. The statement in question should show the amount of each invoice for goods included in a particular shipment, together with details of any extra charges incurred, for example, inland freight, ocean freight, commission, insurance, etc. There is not actually a new regulation affecting the matter, but this information is required in connection with the ordinary procedure of checking the values and contents of packages, and has been in force for many years. Exporters are reminded of the necessity of complying with this Australian requirement in order to avoid delays or difficulties when the goods are being entered through customs in Australia.

Further Deferment of Some Australian Duties

With reference to the articles in *Commercial Intelligence Journal* No. 1207 (March 19, 1927, page 346) and No. 1227 (August 6, 1927, page 187), concerning deferment of Australian duties on certain goods, advice has been received that the operation of the duties on the items mentioned, with some exceptions, has been postponed until July 1, 1928. As already announced in *Commercial Intelligence Journal* No. 1241 (November 12, 1927, page 699), the higher rates on chain n.e.i., item 194-D, have been deferred until April 1, 1928. The other exceptions are: Cartridges, n.e.i., item 397-A, on which the operation of the higher duties has been postponed to April 1, 1928; and screw hooks, eyes, and rings, item 186, to January 1, 1929.

Marking Ham and Bacon Exported to United States

Information has been received from Mr. M. M. Mahoney, Commercial Secretary, Canadian Legation, Washington, to the effect that the United States Treasury Department advises that each ham or piece of bacon of Canadian origin exported from Canada to the United States should be stamped "Product of Canada". It is stated that the words "Canada Approved" is not considered sufficient to definitely indicate the country of origin as required by Section 304 of the United States Tariff Act.

Tariff Changes in Mexico

The Trade Commissioner in Mexico City advises that changes in the Mexican import tariff have been made on the following products: leather goods; wood for boot trees; barrels; jewellery; lanterns; tiles (marble); silk goods; boot polish; poultry supplies; beekeepers' supplies; electric supplies; hat shapes; and musical instruments. Details may be obtained on application to the Department of Trade and Commerce, Ottawa.

NIGERIAN IMPORT TRADE

The Nigerian import trade continues to improve, though somewhat more slowly than was anticipated a few months ago (according to Barclays Bank report). A good demand is reported from Northern Nigeria for cotton goods, provisions, mining machinery, and building materials. Early this year work will commence on the new bridge over the Benue River. It is expected to be completed in about 4½ years and will provide direct connection between coal-fields and industrial centres.

MR. LANGLEY'S ITINERARY IN ONTARIO

Mr. James A. Langley, Canadian Trade Commissioner to Japan, who is undertaking a tour of the Dominion in the interests of Canadian trade with that country, is about to begin his visit to Ontario. The following are the dates of his itinerary:—

Brockville	February 13	Galt	March 19
Gananoque	February 14	Brantford	March 20
Toronto	February 15 to March 3	Guelph	March 21 and March 22
Hamilton	March 5 to March 9	Niagara Falls	March 23
Windsor	March 12	St. Catharines	March 26
Sarnia	March 13	Welland	March 27
London	March 14 and March 15	Woodstock	March 28
Kitchener	March 16		

Canadian firms who desire to be brought in touch with Mr. Langley, or to interview him, are requested to communicate, in the case of Toronto, with the Secretary of the Canadian Manufacturers' Association, and in the case of the other cities mentioned in the above itinerary, with the Secretary of the Board of Trade or Chamber of Commerce in the respective centres.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING
FEBRUARY 6, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 6, 1928. Those for the week ending January 30, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending January 30, 1928	Week Ending February 6, 1928
Britain	£	\$4.86½	\$4.8801	\$4.8802
Belgium	Belga	.1390	.1395	.1395
Czecho-Slovakia	Krone	.....	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0394	.0394
Holland	Florin	.4020	.4040	.4034
Italy	Lire	.0526	.0530	.0530
Spain	Pes.	.1930	.1698	.1701
Portugal	Esc.	1.0805	.0500	.0485
Switzerland	Fr.	.1930	.1929	.1927
Germany	Reichs Mk.	.2382	.2386	.2389
Greece	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2664	.2663
Sweden	Kr.	.2680	.2687	.2687
Denmark	Kr.	.2680	.2680	.2681
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4690	.4695
Siam	Tical	.3709	.4575	.4575
India	Rupce	.3650	.3681	.3681
United States	\$	1.0000	1.0015	1.0017
Mexico . . . . .	\$	.4985	.4850	.4860
Argentine Rep.	Peso (Paper)	.4244	.4276	.4279
Brazil	Mil.	.5462	.1205	.1205
Jamaica	£	4.86½	4.8700	4.8700
British Guiana	\$			
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$	1.0000	1.00½—1.02½	1.00½—1.02½
Grenada	\$			
St. Vincent	\$			
China	Taël	.....	.6418	.6300
Batavia, Java	Guilder	.4020	.4035	.4030
Peru	Libra	4.8665	3.8800	3.8900
Singapore, Str. Settlement . . .	\$	.5678	.5718	.5687

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

84. EVAPORATED APPLES.—Irish Free State agent desires to represent Canadian exporter of evaporated apples packed in 25-lb boxes.

85. SALMON.—An importer at Funchal, Madeira, wishes to correspond with Canadian exporters of salmon, canned and in bulk.

Miscellaneous

86. CANVAS RUBBER-SOLED SHOES.—Argentine firm of importers are interested in receiving quotations and catalogues from Canadian manufacturers of canvas rubber-soled shoes.

87. SPORTS GOODS.—An Italian firm dealing in sports goods are desirous of getting in touch with a Canadian concern with a view to acting as representatives in Italy.

88. GRAMOPHONE RECORDS.—Swiss firm desire agency for gramophone records for French-speaking Switzerland.

89. RADIO, ELECTRIC LIGHTING, ETC.—A firm in Barcelona, Spain, wish to correspond with Canadian exporters of radio, electric lighting and other electrical equipment.

90. SCALES.—Importer in Shanghai desires connections with Canadian manufacturers of weighing scales, both platform and heavy duty.

91. NEWSPRINT.—Dutch importer desires c.i.f. offers and samples of full-sized newsprint. Sample on file.

92. LUMBER.—A firm in Milan, Italy, desire to communicate with Canadian exporters of silver spruce, veneers and birch logs for veneer.

93. OLD ROPES.—Dutch importer desires offers from Canadian exporter of old ropes.

94. SOLE LEATHER OFFAL.—A West of England and Midlands importer of leather desires quotations from Canadian exporters of sole leather offal.

95. CHROME TANNED BOX-SIDES.—Dutch importers desire lowest possible quotations c.i.f. Rotterdam and original sample skins of chrome tanned box-sides. Samples on file.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Explorer, Feb. 15; Canadian Ranger, Feb. 29—both C.G.M.M.; Beavertale, Feb. 18; Montclair, March 1—both Canadian Pacific.

To AVONMOUTH.—Gracia, Feb. 16; Cranley, March 1—both Anchor-Donaldson.

To BELFAST, LONDERRY, CORK AND DUBLIN.—Lord Downshire, Head Line, Feb. 26.

To CARDIFF AND SWANSEA.—Canadian Pioneer, C.G.M.M., Feb. 22.

To GLASGOW.—Gracia, Feb. 16; Cranley, March 1—both Anchor-Donaldson; Bercon, Canadian Pacific, Feb. 18.

To LIVERPOOL.—Melita, Feb. 17; Minnedosa, Feb. 24; Montclare, March 2; Montrose, March 9—all Canadian Pacific.

To LONDON.—Canadian Explorer, Feb. 15; Canadian Ranger, Feb. 29—both C.G.M.M.; Beavertale, Feb. 18; Beaverhill, March 3; Beaverford, March 10—all Canadian Pacific; Bay State, Furness Line, Feb. 25.

To HULL.—Bay State, Furness Line, Feb. 25.

To MANCHESTER.—Manchester Regiment, Feb. 25; Manchester Brigade, March 10—both Furness Line.

To ROTTERDAM.—Porsanger, County Line, Feb. 17.

To HAVRE.—Porsanger, County Line, Feb. 17.

To HAMBURG.—Brant County, County Line, Feb. 21; Cairngowan, Thomson Line, Feb. 21; Beaverburn, Feb. 11; Beaverhill, March 3—both Canadian Pacific.
 To COPENHAGEN AND BALTIC PORTS.—Arkansas, Scandinavian-American Line, Feb. 22.
 To ITALIAN PORTS.—Giorgio Ohlsen, Lloyd Mediterranean Italian Service, Feb. 14.
 To SOUTH AND WEST AFRICAN PORTS.—Genguela, Elder Dempster, Feb. 15.
 To AUSTRALIAN AND NEW ZEALAND PORTS.—A steamer, New Zealand SS., Feb. 28.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, Feb. 25; Canadian Pathfinder, March 10—both C.G.M.M.; Adolf Bratt, Feb. 24; Josey, March 9—both Ocean Dominion.

From Halifax

To ANTWERP.—Canadian Explorer, Feb. 17; Canadian Ranger, March 2—both C.G.M.M.; Arabic, Red Star Line, Feb. 27.
 To CARDIFF AND SWANSEA.—Canadian Pioneer, C.G.M.M., Feb. 24.
 To GLASGOW.—Athenia, Anchor-Donaldson Line, Feb. 20; Rexmore, Furness, Withy, Feb. 25.
 To LIVERPOOL.—Nova Scotia, Feb. 25; Galtymore, March 9—both Furness, Withy; Aurania, Anchor-Donaldson, Feb. 27.
 To LONDON.—Canadian Explorer, Feb. 17; Canadian Ranger, March 2—both C.G.M.M.; Comino, Feb. 13; London Corporation, Feb. 20; Bay State, Feb. 27—all Furness, Withy; Antonia, Cunard Line, Feb. 20; Megantic, White Star Line, March 9.
 To HULL.—Comino, Feb. 13; Bay State, Feb. 27—both Furness, Withy.
 To MANCHESTER.—Manchester Producer, Feb. 13; Manchester Corporation, Feb. 18; Manchester Regiment, Feb. 27; Manchester Commerce, March 3—all Furness, Withy.
 To ST. JOHN'S, Nfld.—Nova Scotia, Furness, Withy, Feb. 25; Nerissa, Feb. 14, Feb. 28; Rosiland, Feb. 21, March 6—both Red Cross Line; Farnorth, Farquhar SS., Feb. 25; Magna, Newfoundland Canada Traders, Feb. 20, March 8.
 To SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Feb. 21.
 To ST. PIERRE, MIQUELON.—Skipper, Feb. 21, March 10; Farnorth, Feb. 25—both Farquhar SS.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., March 3.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter, Feb. 17; Canadian Otter (calls at Guadeloupe), March 2—both C.G.M.M.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Feb. 24; Canadian Carrier, March 9—both C.G.M.M.; Invernina, Feb. 17; Adolf Bratt, March 2—both Ocean Dominion.
 To NEW ZEALAND PORTS.—Canadian Britisher, C.G.M.M., Feb. 25.
 To AUSTRALIAN PORTS.—Canadian Victor, C.G.M.M., Feb. 25.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Feb. 22; Andalusia, March 8—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Canadian Pacific, Feb. 25.
 To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, Osaka Shosen Kaisha, Feb. 19.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Tyndareus, Feb. 21; Protesilaus, March 13—both Blue Funnel.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, March 7.
 To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Conob, American-Australia-Orient Line, Feb. 13.
 To HAVRE, ANTWERP AND BORDEAUX.—Georgie, Feb. 18; Zenon Feb. 25 Notre Dame de Fourviere, March 10—all Cie Gle. Transatlantique.
 To HAMBURG, ANTWERP AND BREMEN.—Osiris, Hamburg-American Line, Feb. 16.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, Navigazione Libera Triestina, March 9.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Cardiganshire, Feb. 24, Nebraska, March 8—both North Pacific Coast Line.
 To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, Feb. 21; Eemdyk, March 12—both North Pacific Coast Line.
 To MANCHESTER.—London Importer, Feb. 15; Pacific Reliance, March 2—both Furness (Pacific) Ltd.
 To PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), POINTE-A-PITRE (GUADELOUPE).—Dicto, Canadian Transport Co., March 3.

COMMERCIAL INTELLIGENCE JOURNAL

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Pousette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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MR. LANGLEY'S ITINERARY IN ONTARIO

Mr. James A. Langley, Canadian Trade Commissioner to Japan, who is undertaking a tour of the Dominion in the interests of Canadian trade with that country, is about to begin his visit to Ontario. The following are the dates of his itinerary:—

Toronto	February 15 to March 3	Brantford	March 20
Hamilton	March 5 to March 9	Guelph	March 21 and March 22
Windsor	March 12	Niagara Falls	March 23
Sarnia	March 13	St. Catharines	March 26
London	March 14 and March 15	Welland	March 27
Kitchener	March 16	Woodstock	March 28
Galt	March 19		

Canadian firms who desire to be brought in touch with Mr. Langley, or to interview him, are requested to communicate, in the case of Toronto, with the Secretary of the Canadian Manufacturers' Association, and in the case of the other cities mentioned in the above itinerary, with the Secretary of the Board of Trade or Chamber of Commerce in the respective centres.

EMPIRE TRADE IN POULTRY, EGGS, AND HONEY

TRADE COMMISSIONER HARRISON WATSON

London, January 31, 1928.—The Imperial Economic Committee has issued simultaneously—and in the same volume—two additional reports on the marketing of Empire foodstuffs.

The commodities dealt with: poultry and eggs, and also honey—particularly eggs—represent important features of Canadian production. Indeed, the report pays a flattering tribute to the high standard of excellence which the egg industry has attained in Canada as a result of scientific investigation followed by the adoption of sound organization, and points to this result as indicative of the satisfactory development which can be secured by the adoption of enlightened methods.

As in the case of earlier reports, the committee, while inquiring into the position of the industries in the various parts of the Empire, both as regards existing conditions and possibilities, pays special attention to the question of the import requirements of the population of the United Kingdom and the prospects of the Dominions being able to supply to a greater extent the considerable quantities of eggs and poultry which are at present purchased from foreign countries. The honey situation is examined from a similar point of view.

The various and many Canadians interested should study these reports in their entirety. In the meantime, a brief summary of some of the chief points may be useful.

EGGS

A fact which stands out is that Canadians are phenomenal egg eaters, their consumption of 337 per head of the population per annum outstripping the rest of the world to the extent shown in the following table, based upon such official returns as the committee was able to procure:—

Consumption of Eggs per Head of Population

Canada	337	Germany	117
Belgium	213	Sweden	85
United States	180	Denmark	75
France	133	Norway	61
Great Britain	125		

The committee attributes this Canadian predilection for eggs to the attention and encouragement which has been given to the industry in Canada. It moreover emphasizes the practical value of the development to the farming community, in so far that the production of poultry and eggs is available to practically everybody on the land prepared to exercise ordinary care and intelligence.

It is probably this consideration, coupled with a knowledge of the vast quantities of both commodities which are still imported into Great Britain, that has stimulated the remarkable increase in poultry farming which has taken place in the United Kingdom since the war, and in which ex-soldiers have largely participated.

All the same, the committee reports that in the calendar year 1925 British imports of eggs attained a value of no less than £19,000,000 (approximately \$95,000,000). The United Kingdom consumes annually about 5,700 million eggs, of which about half are produced at home, while the sources of supply of the balance are as follows:—

	From Empire Sources	From Foreign Sources	Total
Figures in Millions			
Estimated production in the United Kingdom . .	2,500	....	2,500
Imported in shell	620	1,980	2,600
Imported, dried or liquid, estimated as equivalent to . . . . .	....	680	....
Total	3,120	2,660	5,780

Incidentally, according to unrevised official trade returns just issued by the British Government, imports of eggs in shell still further increased in the calendar year 1927, the estimated value of the imports being £15,918,925.

While in 1925, out of every 1,000 eggs used, 540 were of Empire origin, the following figures, collected by the committee, show that supplies from Empire countries, with the exception of the United Kingdom and Irish Free State, were practically non-existent: 433 were produced in the United Kingdom; 95 from the Irish Free State; 5 each from Canada and South Africa; and 3 from Australia. Of the 460 foreign eggs used, 138 were from China, 121 from Denmark, 47 from Russia, 35 from the Netherlands, 22 each from Egypt and Poland, 21 from Belgium, 11 from Italy, and 11 from Argentina.

It is necessary to explain that the figure attributed to China consists to a considerable extent of the equivalent of eggs in liquid form which that country ships to Great Britain, where they are chiefly used by bakers and confectioners.

Additional items of particular interest gleaned from the report are that:

(1) Imports of eggs into the United Kingdom are less than before the war.

(2) Imports from Empire sources, excluding the Irish Free State, are practically unchanged. Upon the other hand, consignments from Australia and South Africa have increased, while shipments from Canada have decreased.

(3) Previous to the war Russia supplied 50 per cent, and Denmark 20 per cent, of the eggs imported. At present China and Denmark, in the order named, dominate the trade and, supplemented by receipts from the Netherlands, Poland, and Belgium, contribute about 80 per cent of the eggs imported.

The committee, while urging that the inhabitants of the United Kingdom, and indeed the whole Empire, should exercise a voluntary preference for Empire-produced eggs, emphasizes the vital importance of grading, packing, and marketing in achieving the object in view.

It seems certain from the particular nature of eggs that it is the farmers of the United Kingdom itself who possess natural advantages for supplying its wants by increased production and the adoption of standardized methods.

The committee suggest that the Empire countries of the Southern Hemisphere possess opportunities for the making up of shortages of supply in the winter months by the introduction of a better organization.

One would judge, upon the other hand, that Canada is unlikely to increase her shipments of eggs to Britain as long as the home, and possibly other markets, offer more profitable outlets.

At the same time the adoption of the compulsory marking of imported eggs under the Merchandise Marks Act, which the Imperial Economic Committee strongly support, should greatly enhance the prospects of Canadian eggs, selected and graded under Government control, replacing a certain portion of the imported eggs of unknown origin and mysterious and frequently defective quality, which are foisted on the unsuspecting consumers in the United Kingdom under various plausible misdescriptions.

Persons familiar with conditions prevalent in this country will be aware that a land which stands second to none as an example of law and order remains singularly and inexplicably behindhand in organized supervision over the production and sale of articles of food.

It is therefore not surprising to find that in spite of valuable missionary and research work undertaken by the Ministry of Agriculture and prominent agricultural societies, Great Britain does not possess any system of standardized grading and marketing such as is already operative in Canada and several other countries.

It was this lack of organization that influenced the Standing Committee to refuse, or rather defer, the application made to them recently by the National Farmers' Union and others for the issue of a Government order enforcing the marking of all imported eggs with an indication of origin.

Concurrently, however, with the issue of the Imperial Economic Committee's report, the Ministry of Agriculture announce that the Advisory Committee has worked out a scheme of grading and marking, which also includes distinction between fresh and preserved eggs. This is now being referred to the various sides of the poultry industry. If this scheme is adopted, the British Government undertakes to introduce and pass the necessary bill during the present session which will enforce the compulsory marking of imported eggs.

POULTRY

The situation in the poultry trade is not dissimilar in so far that, excluding receipts from the neighbouring Irish Free State, foreign countries continue to furnish almost all the poultry imported, which in 1925 was valued at about £2,225,000—equivalent to about \$11,125,000.

Empire supplies of dead poultry are, however, exhibiting signs of increase, having grown from £3,000 out of £989,000 in 1913 to £61,000 out of £1,675,000 in 1926. Upon the other hand, as the report points out, the two trades are quite independent of each other, and very different in most aspects. Whereas eggs enter largely into the regular diet of the people of Great Britain, table poultry is still regarded as almost bordering on luxury.

As a consequence, while the demand for eggs is so great that at present it is necessary to import about half the total number needed, the quantity of table poultry bred in the United Kingdom is largely in excess of existing requirements. As a result, about 84 per cent of the poultry eaten is produced in Great Britain and the adjoining Irish Free State. As matters stand, it is estimated that the inhabitants of England eat only one bird a year each, in comparison with the average three birds of the United States, and 7½ pounds of Canada. It is for this reason that the increased pursuit of poultry farming which has taken place here in recent years is chiefly directed upon egg production.

A main cause of the small consumption of poultry seems to be the apparently inherent preference given by the masses to the joint of meat as being more nourishing and sustaining, and also economical. The much higher prices at present charged for poultry of attractive appearance must also restrict sales.

Indeed, the actual consumption of the average British household is even smaller than would appear from the statistical position, because conclusive evidence collected shows that a considerable proportion of birds of all kinds sold are destined for hotels and restaurants, a large percentage of whose clients are transients or foreigners.

The committee suggest, from an examination of the situation in other countries, that the adoption by British poultry breeders of the improved and scientific principles of selection, classification, preparation, and marketing, in vogue in several countries, and notably in Canada, should give a great impetus to the consumption of poultry of various kinds in the British Isles.

The report also contains a full account of the legislation and regulations which have been adopted by the different Dominions and foreign countries with a view to standardization, more especially of eggs, but also, to a lesser degree, of poultry.

After emphasizing the advantageous results which are already apparent in these different countries, and also calling attention to helpful and beneficial

action which is being taken by various bodies in the United Kingdom and elsewhere, the committee summarizes its conclusions in the following manner:—

Finally we have come to the definite conclusion that the poultry industries of the Empire are capable of considerable profitable development, but that such development will only be secured by the wide application of accepted grades and standards. It is for each Government to consider whether and to what extent legislation is necessary to this end and is feasible in the circumstances of each country to ensure observance of such grades. But unless marketing is organized on modern commercial lines much of the benefit, which should result from improvements in the breeding and management of poultry, will be lost.

HONEY

Although the consumption of a delicacy like honey is necessarily a small affair in comparison with the huge sums into which trading in a staple like eggs, run, the Imperial Economic Committee stresses the importance of bee-keeping as a beneficial adjunct to agriculture, quite apart from the trade in honey and the dietetic advantages of the article.

As many countries within the Empire have already proved that they possess natural advantages for the pursuit of bee farming, the committee recommends the adoption of more scientific and improved methods of production and marketing in order to increase the popularity of honey as an attractive and nutritious article of food. For this reason the committee has collected evidence illustrative of the present position of the honey industry and trade in Empire countries.

Beekeeping in Britain is handicapped by unsuitable climatic conditions, and very little reliable statistical information is obtainable. The production of honey, which is comparatively small, appears, however, to be growing.

In Canada, upon the other hand, the industry has made great strides, production having increased from 6,500,000 pounds in 1920 to over 23,000,000 pounds in 1925. Moreover, the adoption of systematized grading and packing by the Ontario Honey Producers' Co-operative Limited is extending to other sections of the Dominion, with the result that export trade to the United Kingdom, which was practically non-existent previous to 1924, has developed to the degree that shipments in 1926 totalled 4,800 cwts., or 7·5 per cent of the total honey imported that year from all sources.

Australia and New Zealand are older suppliers. While, however, production in the former country fluctuates between a minimum of 3,000,000 pounds and a maximum of 11,000,000 pounds, the industry has made regular and splendid progress in New Zealand, where the production of honey has increased from 1,000,000 pounds in 1906 to 6,240,000 pounds in 1927. Jamaica is another regular and considerable source of supply.

The committee, in again calling attention to the advantages which accrue from research and standardization, remark that while the British Beekeepers' Association has given useful instruction to apiarists, activities have been limited by lack of funds. The honey produced in this country is disposed of through the retailer or direct to the consumer, and does not come on to the wholesale market.

In New Zealand, Canada, Australia, and South Africa, more direct systematic methods have been adopted, supplemented in some instances by Government legislation and co-operation. As in the case of other commodities, selection, grading, and packing have led to successful marketing.

The United Kingdom provides only about one-quarter of the honey consumed in this country. Of the imports, 46 per cent (or nearly half) comes from Empire sources of supply, chiefly contributed by the British West Indies (19 per cent), New Zealand (18 per cent), Canada (7·5 per cent), and Australia (1 per cent). Of the 54 per cent which is imported from foreign countries, the United States supplies 24·5 per cent, and Cuba 17 per cent.

The demand for honey arises from two main sources: the domestic consumer and from various trades, such as the baker, confectioner, and chemist. It is stated that consumption is increasing.

Chief requirements are: colour, flavour, viscosity, and appearance of the container, the latter being emphasized by the committee as an important factor.

Honey imported from abroad almost invariably arrives in bulk, and that proportion which is sold to the retail trade and to consumers is usually handled by a particular firm, who, acting for one country of production, re-packs the honey in small containers, frequently after judicious blending.

In connection with marketing, the committee support the practice of New Zealand, Canadian, and Australian shippers, in associating a definite indication of the country of origin, and also a trade mark, on their containers.

An illustration of the value of a brand is conclusively proved by the demand created for the "Beekist" honey exported to this country by the Ontario Honey Producers' Co-operative Limited.

NORTH OF ENGLAND HIDE AND LEATHER MARKET

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, January 27, 1928.—An exceptionally large volume of business has been transacted in leather during recent months in this area accompanied by a sharp increase in prices for all commercial grades. This activity is generally attributed to an increased demand which is worldwide, as evidenced in heavy purchases by the United States and Russia in particular, and to the increasing variety of uses for leather in industry. Stocks in the hands of tanners and curriers here are low and with business on a hand-to-mouth basis in expectation of some sign of stability in the market, dealers are reluctant to quote prices for future delivery. In addition, dressers are curtailing purchases due to uncertainty as to how they will be placed when the goods arrive, the interval being usually two to three months.

This increasing demand for leather is reflected in the rising prices for all classes of hides, the stocks of which are unusually low in Liverpool, and the greatest difficulty is being experienced by buyers here in securing deliveries. Statements are current to the effect that there have been numerous defalcations by shippers, tempted by the rising prices, in respect of forward commitments with consequent heavy losses to purchasers.

England imports large quantities of hides annually as home supplies are inadequate for requirements. Liverpool with a total importation last year of 2,654,015 hides, is one of the most important markets in this country. The following table showing prices of certain standard types of dry, dry salted, wet salted, and English hides in world markets at the close of each year since 1925 will indicate the trend in prices:—

	1925	1926	1927
	Per Lb.	Per Lb.	Per Lb.
Wet salted B.A. frigorific ox	9d.	8 $\frac{3}{4}$ d.	13 $\frac{1}{2}$ d.
Wet salted Chicago packers	12 $\frac{1}{2}$ cts.	15 $\frac{1}{2}$ cts.	24 $\frac{1}{2}$ cts.
Dry B.A. Americanos	11 $\frac{1}{2}$ d.	11 $\frac{1}{2}$ d.	19 $\frac{1}{2}$ d.
English ox, 70/79 lbs.	8 $\frac{1}{2}$ d.	7 $\frac{3}{4}$ d.	10d.

Although the sources of supply are most varied, the largest single suppliers, particularly of wet salted hides, are the Argentine and Uruguay. Large quantities of River Plate hides are shipped to Liverpool for home consumption and for re-export particularly to Russia. This latter trade has fallen off considerably during the past two years since the establishment by the Soviet authorities

of direct buying connections in South America, the trade in River Plate hides dropping from 593,094 hides in 1926 to 448,319 in 1927. Other important contributors were South Africa, India and Brazil. Few Canadian hides have been offered on this market during recent years except in the way of live cattle.

SOLE LEATHER

Until September of last year, the market for sole leather was inactive, but since that time there has been a steady advance in prices. First grade dry hide bends of 10-12 pounds, which brought in June 14½d. per pound, are now quoted at 30d., with seconds at 28d. and thirds at 26d., while tanners state that bends from hides at present prices will have to bring a minimum of 44d. Current quotations to the trade in shoulders are nominally 25d., with bellies at 19½d. Rough and pinned offal quotations have moved in sympathy with bends and there is at present a heavy export demand which has further accentuated prices.

UPPER LEATHER

The increasing use of light leathers in this country for shoes, bags and other purposes is manifest in the growing domestic production of such supplies during the past year and in the increase in imports, particularly of patent, varnished and enamelled leathers. Patent leathers are produced here only in limited quantities, the North American article being more in demand with dressers due to the more favourable climatic conditions under which it is produced. The United States is the largest single contributor of this class of goods with 43 per cent of total importations in 1927, while Canada's share amounted to 19.6 per cent. It may be noted that Canada exported last year patent, varnished and enamelled leathers to this country to the value of £296,457 as against £125,655 in 1926. This increase was favourably commented on by North of England importers interviewed by the writer at the Shoe and Leather Exhibition held in Manchester the week of January 23 last. The demand at present is fairly active with prices ranging from 24d. to 30d. per pound.

There is a considerable call for glacé kid of which the United States is again the chief supplier, other contributors being France and Germany. In box and willow calf, buyers are obtaining supplies at from 26d. to 28d. Germany supplied 42 per cent of imports of this class last year, followed by Holland, France and the United States in the order named.

CONCLUSION

In view of the present situation in the leather market, tanners in this area are reluctant to express an opinion as to possible future developments, although it is generally agreed ruling prices for leather in recent years have been abnormally low and that prices will eventually adjust themselves to a higher level than that prevailing previous to the present increased activity. Tanners and dressers have no control over sources of supply nor the supply itself of raw materials—hides—this being governed by the world demand for meats. The increase in prices, however, will doubtless lead to some curtailment in the use of leather for industrial purposes and the further utilization of substitutes. The increase is already reflected in higher boot and shoe prices, but the full effect has not yet been felt as supplies in hand were purchased at lower levels and the full rise in cost of raw materials has not yet been passed on to consumers.

NORTH OF ENGLAND TIMBER TRADE

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, January 27, 1928.—While the timber trade throughout the North of England experienced a fairly active year, as regards the volume of imports, and certainly made progress over the previous year, the moderate revival in trade which took place during the latter part of 1926, in anticipation of demand from the various consuming industries, was not maintained during 1927 on the scale expected, and during the closing months of the year business fell off considerably. The decline in general demand during the latter half of the year can to some extent be attributed to heavier imports than the market would absorb. The extensive house-building program, coupled with increased consumption in certain industries which have been enjoying better trade, led to an inevitable overstocking of softwoods, with the result that by the close of 1927 most importers had more supplies on hand than usual for this time of the year. The requirements of the building industry have been declining in recent months following the reduction made last fall in the Government subsidy. There is, nevertheless, a considerable amount of housebuilding still to be undertaken throughout the North of England, and while the requirements for 1928 may not be as large as the year under review, there should still be a very substantial demand from this quarter. It is also interesting to observe that while imports of softwoods to Liverpool and Manchester were heavier than during the previous year, consumption shows a very appreciable increase.

From July onwards large softwood imports kept accumulating, with the result that by September congestion at the ports became serious. One of the worst sufferers in this regard was Garston, near Liverpool, on the Mersey river. This port has of late, by reason of its facilities for storage and moderate charges, in comparison with other local ports, become the chief centre of the Mersey for softwood cargoes. During the worst period of congestion notices were issued by the railway authorities controlling the Garston docks that wood cargoes could not be accepted unless for immediate despatch to destination inland. The temporary acquisition of additional storage ground enabled the authorities to lift the embargo, and a scheme is now under consideration for providing additional facilities to handle this trade. Baltic imports were hindered more than Canadian from this congestion.

POLISH SOFTWOOD AND CANADIAN SPRUCE

As stated in previous reports, Polish softwood has in recent years become a keen competitor of Canadian spruce, because of its comparative cheapness, and, taking 1927 as a whole, competition from this source was as strong as ever, with a resultant effect on the price obtainable for spruce from Eastern Canada. In spite of the continued pressure from Dantzic, however, Canadian spruce imports to Liverpool and Manchester showed a decided increase in 1927 over the previous year. One factor in favour of Canadian shippers is that European firms as a rule have found it difficult to obtain the narrower sizes required by the builders and, when possible, have preferred to sell 9-inch and 11-inch widths. Canadian wood is also liked on account of its strength. On the other hand, Polish exporters have been guaranteeing their grades to be 100 per cent square-edged, and they also enjoy an advantage in having more material available in lengths of 16 feet and up, as compared with a Canadian average of 13 feet. Prices secured for Dantzic woods in this district during the fall of the year were in the neighbourhood of £14 5s. to £14 10s. per standard c.i.f. United Kingdom ports for unsorted whitewood deals, with mill run quality about 15s. less. Early in 1927 Halifax liner lots of spruce were being offered at about

£14 10s. per standard c.i.f. Liverpool, in deals and battens with the usual £1 less for 6-inch and under. These figures were well maintained until the beginning of April, when, owing to an excess of consignment parcels, prices eased a little. From this period to the end of the year, quotations have not varied much more than 10s. per standard either way.

A number of cargo lots of Nova Scotian spruce were also disposed of during the year at from £14 upwards, although toward the close of the year some sales were reported at as low as from £13 12s. 6d. to £13 15s. New Brunswick varieties of superior quality deals brought around 20s. per standard more money. The demand for St. John spruce was dull in the first few months, but improved from May onwards. Stocks of spruce in Liverpool at the close of the year are relatively heavy, but it is reported that a very large percentage consists of the better grade New Brunswick productions. This wood has in recent years been taking the place of Quebec spruce, which has practically disappeared from the North of England market. Considerable interest has been shown over the recent arrangement made for the renewed importations on a large scale of Polish wood to Germany. It seems worth pointing out in this connection that a large proportion of Germany's normal requirements from Poland consists of redwood, and that it is the Polish whitewood that has been competing against Canadian spruce in the British market. While it is generally admitted that the agreement concluded between these two countries will have a stiffening effect on the British market as regards redwood, and that Germany also will, in all probability, buy considerable quantities of Polish whitewood, it is reported that buyers in this country are still receiving offers of whitewood from several Dantzig shippers at very reasonable prices.

BIRCH PLANK MARKET

The feature of the birch plank market during the past year has been the general steadiness of prices. The rate of consumption for the whole period pretty well kept pace with the very considerably increased imports, and stocks at the end of 1927 were considered moderate. The feature during 1926 was the demand for planks of 2-inch thickness. Toward the close of 1927 it was reported that, although there was still a considerable demand for this size, the 3-inch thickness was becoming scarce again and commanding a slightly better price. Quebec birch planks reached from £25 to £27 for good merchantable grades and No. 1 and 2 common averaged anywhere from £23 to £24 per standard c.i.f. Liverpool, depending on specifications. The bulk of the business done in common grade consisted of No. 1 liner lots of Halifax birch, bought around £16 10s., and St. John descriptions about £17 5s. to £17 10s. Supplies of birch logs have been very moderate throughout the past twelve months and quite insufficient to meet the demand. There have been no imports to Liverpool reported since last September; all stocks, old and new, have been pretty well exhausted and fresh arrivals would be welcome. Prices of Quebec hewn birch timber averaged from 3s. 9d. to 4s. per cubic foot c.i.f. Liverpool for 15-inch average foreign string measure. St. John varieties of 14-inch average were around 2s. 9d. to 3s., with Halifax about 2s. 6d. to 2s. 9d. There were no imports of Quebec pine recorded during 1927 to either Liverpool or Manchester. Supplies of Western white pine timber came forward from British Columbia, and sales were reported at around 4s. per cubic foot c.i.f.

DOUGLAS FIR

The imports of Douglas fir to Liverpool in 1927 amounted to 1,484,000 cubic feet, as compared with 752,000 cubic feet during 1926 and 533,000 cubic feet in 1925. The demand for this wood was very largely increased during the

past year, principally owing to its relative cheapness in comparison with competing woods. The heavy arrivals which came forward during the summer months had the effect of weakening values, but owing to increasing consumption quotations later became firmer and closed fairly steady. Average prices toward the close of the year for No. 2 clear and better were from £21 10s. to £23 10s., depending on specifications and available freight space. Merchantable grades were reported at from £15 15s. to £17. Shippers' quotations have again been in considerable variation. The popularity of Douglas fir in this market continues to expand rapidly, as its suitability for a number of different uses becomes recognized, and in many quarters it is considered that this wood is gradually taking the place of pitch pine. It is also competing against European redwood. Douglas fir is now used in various branches of construction work in this district, and also for high-class joinery. The shipbuilding industry is also relying to an increased extent on Douglas fir for decking, owing to the growing scarcity of the right quality of pitch pine for this purpose.

MAPLE FLOORING

As stated in previous reports, under normal conditions there is a regular demand for maple flooring among the cotton mills of Lancashire, since maple is recognized as the most suitable wood for this purpose. The depressed state of the cotton industry, however, has restricted business in that quarter to replacements. On the other hand, the general demand for maple flooring is reported to have increased owing to the fact that certain other industries which are expanding, such as artificial silk and some of the newer trades, have been putting down maple flooring. In addition there has been a considerable demand from public buildings, dance halls, schools, etc. Canadian maple flooring is well and favourably known on this market, but the main source of supply is the United States. Competition is extremely keen, quotations being reported, toward the end of the year, at as low as \$81 per 1,000 super feet c.i.f. Liverpool, for nominal 1 inch by 4 inch Michigan prime grade flooring.

The following table indicates the imports, consumption and stock of certain woods to the ports of Liverpool and Manchester for calendar year 1927, in comparison with 1926.

Liverpool

	Import		Consumption		Stock	
	1926	1927	1926	1927	1926	1927
Douglas fircu. ft.	752,000	1,484,000	799,000	1,167,000	169,000	486,000
Birch logscu. ft.	49,000	58,000	78,000	79,000	21,000	....
Birch plankscu. ft.	434,000	646,000	473,000	594,000	155,000	207,000
Quebec yellow pine deals, etc. .stds.	4,240	3,710	4,700	4,280	5,400	4,830
N.B. and N.S. spruce and pine .stds.	16,160	27,150	17,550	20,780	3,530	9,900

Manchester

Douglas fircu. ft.	171,000	137,000	218,000	137,000	31,000	31,000
Birch logscu. ft.	20,000	10,000	27,000	13,000	4,100	1,000
Birch planksstds.	50,000	133,000	167,000	144,000	30,000	19,000
Spruce dealsstds.	5,670	10,600	9,370	9,320	1,060	2,340

LANCASHIRE COTTON TRADE

Probably the most important factor in the Liverpool and Manchester timber markets is the state of the Lancashire cotton trade. The most important section of this industry has been going through a period of almost continual depression for several years past with a resultant effect on the general demand for wood products of all descriptions. While there are, at the moment, grounds for hoping that a moderate improvement is taking place, resulting from better overseas demand, no rapid expansion can be looked for until a number of serious

problems affecting this trade are overcome. Given prosperity in the cotton trade, there should be a substantially increased demand for Canadian woods in this district. Apart from the cotton industry, the outlook for 1928 is, generally speaking, distinctly favourable, since there is now considerable evidence that British industry has turned the corner and is beginning to make definite progress toward the long-looked-for recovery. While the timber market has been unusually quiet for the first three weeks of January, at the time of writing the situation has improved and there is now more general activity.

As stated in previous reports, this office is frequently approached by timber firms in the northern section of England wishing to establish connections with reputable Canadian exporters. In many cases firms who have already secured contact with shippers of one class of wood in Eastern Canada may desire to get in touch with British Columbia exporters and vice versa. Any Canadian firms interested in forming new connections in this territory are accordingly invited to communicate with the Canadian Trade Commissioner at Liverpool.

WEST OF ENGLAND, SOUTH WALES, AND SOUTH MIDLANDS TRADE REVIEW, 1927

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, January 21, 1928.—Agriculture and coal production are the bases of prosperity in the West of England and South Wales respectively. These two industries have not experienced a worse year in several decades. The industrial productivity of the country as a whole was reduced by 15 per cent through the coal stoppage of 1926, the loss through which has been estimated at the equivalent of \$2,000,000,000.

The prosperity of the country as a whole depends on cheaper fuel. Coal and coke are selling to-day at the pithead and the ovens at just slightly more than pre-war rates. Nevertheless, the cost of coal production has greatly increased and the mines cannot be run indefinitely at a loss. One abnormality is the high price of coal for household consumption and the spread from pithead to house is certainly not in keeping with the relative costs. New capital is looking askance at the coal, iron and steel, heavy engineering or kindred trades.

SOUTH WALES

Reviewing South Wales conditions during the past year, it is found that the year was the most difficult experienced in the history of Welsh coal traders despite the fact of the coal strike in 1926. The value of Welsh coal dropped heavily and to such a point that many pits were closed down. Coupled with this was the fact that foreign coal producers had forced long term contracts on English consumers during the period of the coal strike and that kept deliveries down for some months after the termination of the English struggle. German, Polish and other competitors for business were able to sell their coal more cheaply on account of lower wages and longer hours of work. (Wages in Poland are little more than one-third of those paid in South Wales.) One factor that has militated against South Wales is the impossibility of regaining the British Admiralty trade which in prewar days amounted to 1,500,000 tons per annum; the British Navy to-day is operated by fuel oil. The year saw a considerable revival of the coal trade on a very unprofitable basis. The output of coal in South Wales and Monmouthshire has increased by about three million tons as compared with 1925; the figures are respectively 45,000,000 and 48,000,000 tons.

THE NICKEL MARKET

The recent nickel developments in the Sudbury area of Canada are finding their direct effect in South Wales. The local press has dealt at some length

with the Canadian mining properties of the Mond Nickel Company Limited, and state that there was never a better prospect for prosperity in this trade, to which the recent strongly upward trend in International Nickel shares gives strong support. Undoubtedly the demand for nickel is growing, and it appears chiefly owing to the growing importance of the metal in non-ferrous alloys.

THE TINPLATE TRADE

The South Wales tinplate trade in 1927 had a depressing year directly owing to the coal strike. Production ceased in the majority of the mills and even where it was possible to carry on, the cost of production raised the price to a figure where it was difficult for them to meet foreign competition even in the home market. The position became so bad that the Welsh makers decided to put in force a pooling scheme similar to that which they arranged on one previous occasion. In October production fell to approximately 40 per cent of the normal capacity of the mills, but the price still declined. It is now reported that the market is already firmer as a result of price control.

IRON AND STEEL SITUATION

Conditions in the iron and steel industries are described as among the worst since the great slump commenced in 1920. Imports have reached a total of 8,000,000 tons. Amalgamation is given as part of the solution for the troubles of these industries, involving as it does diminution of administrative expenses and command of the best brains of the country at the disposal of one unit.

BRIGHTER OUTLOOK FOR ENGINEERING TRADES

There is some hope of revival in the engineering trades, owing to the improvement in the shipbuilding yards and to other new engineering enterprises in prospect. Electrical engineering is perhaps in the best situation of all, as Great Britain is rapidly becoming electrified on a common basis of voltage and cycle. This industry is now engaged in producing huge quantities of generating plants for new super-stations and on equipment for transforming and distributing current. One result of the electrification of industry has been an increased demand for small motors. In the engineering trades in the beginning of 1927, 14 per cent were unemployed; in December this number had fallen to 7.6.

MOTOR AND MOTOR CYCLE TRADES

For the greater part of the year conditions in the motor car and motor cycle industries were very unsatisfactory. The selling season started slowly and finished abruptly, while the demand did not develop as the season advanced.

Some companies, however, had an excellent year; but only those that were manufacturing on mass production principles. The light car of approximately 7 horsepower has definitely come to stay on account of its low initial cost, low petrol and oil consumption, and low annual tax of \$35. The average Canadian or American car on this side pays a license fee of from \$80 to \$130 per annum.

The year 1927 has likewise been a disappointing year for the cycle trade. Production could not be put in hand early owing to shortage of material and dislocation resulting from the coal stoppage. The bad summer weather combined with the seriously impaired purchasing power of the public were a great hindrance to sales. It is reported, however, that successful efforts have been made to expand trade in overseas markets, particularly in the Far East and in outlying parts of the Empire. A definite halt has been made as regards price cutting, which was reducing the trade to an unprofitable level.

COST OF LIVING

The value of the pound sterling translated into food for a family has varied in an exceptional way since 1914. Taking that year as a basis, the purchasing power of the sovereign had decreased by 1916 to 13s. 6d. and in 1927 has been worth in the vicinity of 12s. 4d. In Canadian currency, it would mean that a \$5 bill would be worth approximately \$3.15.

BANK CLEARINGS AND INVESTMENTS

Throughout the year 1927 there has been evident a definite increase in bank clearings as reported by the banks in the areas of Bristol, Birmingham and Leicester. By the end of the year Bristol showed an average monthly increase over 1926 of 2 per cent, Birmingham of 8 per cent, and Leicester of 6.7 per cent. There has been an increase in speculation and investment on the part of the public, and the year as a whole was an excellent one for investors. As has already been pointed out in these reports, an abnormal situation has developed. Stocks and shares in all luxury trades, including radios, gramophones, tobacco, and breweries have all done very well, but those of the staple and heavy trades such as iron and steel cannot be placed in that category. There has also been an improvement in the so-called gilt-edged stocks. The new Government conversion operation has caused the West of England public to realize that a rise in British Government securities was overdue, and final prices on the Bristol stock market show an almost universal advance on those ruling twelve months earlier. Possibly the most important movements were found in the artificial silk and gramophone groups owing to outstanding improvements in the trade during the twelve months. One industrial group of artificial silk producers embracing operations in England, the United States, and Canada has held an outstanding place in the market.

In addition to great depression in the iron, coal and steel groups where values are even lower than a year ago, investors in oil shares have had a rather disappointing year. This is also true of the rubber market.

VALUE OF EMPIRE TRADE PREFERENCE IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 11, 1928.—The Commonwealth Minister for Trade and Customs has recently issued a statement showing the benefits accruing to each party under Empire trade preference, conceded on practically all imports from the United Kingdom, but only upon a limited number of items under the trade agreements between Australia and Canada and New Zealand.

Excluding the alterations to the Commonwealth tariff, which went into operation November 25, 1927, the statement shows that the estimated total benefits to Great Britain for the financial year ended June 30, 1926, were £7,981,172. In the same year it was estimated that New Zealand benefited to the extent of £229,986, and that the advantage to Canada in the year ended September 30, 1927, amounted to £235,000. The value of concessions given to Great Britain under the new schedule was estimated to ultimately aggregate an additional £1,500,000 a year or nearly that amount.

The estimated total benefit to Australia was: from Great Britain, £571,441 in 1926; from Canada, £182,000 in the year ended September 30, 1927; and from New Zealand, £217,425 in 1926.

AUSTRALIAN WHEAT AND FLOUR

D. H. ROSS, CANADIAN TRADE COMMISSIONER

WHEAT

Melbourne, January 11, 1928.—During December and over the Christmas and New Year holiday period, the wheat markets were without animation and hence business, for that and other reasons, has been much restricted. Caused by the poor harvest, and to some extent by some uncertainty as to the quantity of f.a.q. available, growers (who can afford to hold) are reluctant to part with their supplies at the prices offered by buyers, consequently large quantities are being stored by the voluntary pools and other handling interests.

The oversea markets, even those favourably situated for exports from Australia, give no encouraging indication of renewing their activities, hence in recent weeks the trade has been very disappointing, and, on expert authority, there does not appear to be any immediate prospect of an active demand for exportation.

To-day's prices, on the basis of a bushel of 60 pounds, f.o.b. steamer, are as follows:—

West Australia (f.o.b. Fremantle)	5s. 5d.	(\$1.32)
South Australia (f.o.b. Adelaide)	5s. 5d.	(\$1.32)
Victoria (f.o.b. Melbourne)	5s. 5½d.	(\$1.33)

FLOUR

Coinciding with the depressed market conditions ruling on wheat, has been the limited inquiries for flour received from oversea markets from which, normally at this period of the year, trade would be expected. Some inquiries have been received from Egypt, but, at the closing of this mail, no business has been concluded. Some fairly substantial orders, however, for Australian flour have been placed by buyers in Java, which market—on account of excellent shipping facilities—appears to be establishing a permanent trade.

To-day's quotations for standard quality flour, per ton of 2,000 pounds, f.o.b. main Australian ports, are:—

Packed in sacks of 140 to 150 pounds gross	£11 7s. 6d.	(\$55.36)
Packed in hessian bags of 101 pounds gross	£11 12s. 6d.	(\$56.58)
Packed in calico bags of 49 pounds gross	£12 2s. 6d.	(\$59.01)

FREIGHT RATES

A slight reduction has been made this month for parcels (part cargoes) of wheat for January shipment to the United Kingdom, at £1 12s. 6d. (\$6.69) per ton of 2,240 pounds. For February shipment the rate quoted is £1 15s. (\$7.52) per ton. Through limited sales in Victoria and New South Wales very little space has been engaged, but Western Australia—with its larger crop—has booked space for such orders as have been received. Freight on flour, per long ton, to the United Kingdom is to-day quoted at £1 15s. (\$8.52), with a slight variation to Egypt and Mediterranean ports. For full cargo rates on either wheat or flour, or a combination of both, to the United Kingdom, the rate is nominally £1 15s. 6d. (\$8.64) per ton of 2,240 pounds.

AUSTRALIAN GOVERNMENT ASSISTANCE TO INDUSTRIES

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 11, 1928.—The extent to which the Commonwealth Government extends assistance to various primary industries in Australia in the form of bounties, bonuses, grants and subsidies, is illustrated in a statement recently prepared by the Commonwealth Auditor-General for the year ended June 30, 1927. The list and amounts paid are as follow:—

	Payments 1926-27
Iron and steel products..	£ 256,853
Shale oil bounty..	705
Sulphur bounty	34,339
Wine export bounty..	442,410
Cotton bounty	47,039
Precious metals prospecting	2,502
Petroleum prospecting	31,330
Science and industry research	33,292
Science and industry endowment..	100,000
Citrus fruit	901
Doradillo and Ohanez grapes..	164
Canned peaches	19,016
Canned apricots	1,099
Publicity and advertising	35,854
Hops	37
Broom millet	1,184
Herd testing	264
Investigation of oil fields in Papua	15,000
Commonwealth proportion to States towards eradication of cattle tick	17,800
Commonwealth contribution to States arising out of the payment of a guaranteed price to cotton growers	76,398
	<hr/>
	£1,116,187

The statement further shows that for the seven years from July 1, 1920, to June 30, 1927, the total assistance rendered by the Government to primary industries amounted to £4,144,062, inclusive of losses amounting to £866,951 on various fruit and other pools which have been terminated.

Apart from the assistance indicated, the Commonwealth Government, the Auditor-General states, also contributes indirectly in many ways to primary production, such as in loans for wire netting for farmers, animal nutrition problems, forestry, cold storage problems and food preservation, tropical agriculture, contributions to entomology, mycology, poultry, plant diseases, tobacco growing, etc. In all, a considerable sum in respect to these matters might properly be added to the figures tabulated.

ENCOURAGEMENT OF TOBACCO GROWING IN AUSTRALIA

The appointment is just announced of Mr. C. M. Slagg, recently of the Tobacco Division of the Department of Agriculture, Canada, as Director of Tobacco Production in Australia. This position has been created so that expert advice may be obtained in regard to the expenditure of £90,000 made available by the Commonwealth Government to the various States for research and investigation work in the production of tobacco in suitable soil throughout Australia.

SALE OF COMMONWEALTH GOVERNMENT STEAMERS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 11, 1928.—Owing very largely to the industrial troubles which have been such a persistent and adverse factor in the profitable and regular running of the Commonwealth Government steamship service (as well as of other vessels on the Australian register), the Government is now carrying out its decision to dispose of the remaining steamers of the line by inviting tenders for their purchase.

The steamers to be sold are the five "Bay" type passenger and cargo vessels, each of 13,800 tons gross, and two "Dale" type cargo vessels, each of 9,670 tons gross. All are twin screw, oil burning steamers, of modern design, the oldest being the *Largs Bay* and the *Moreton Bay*, built in 1921. The other three "Bay" vessels, the *Hobson's Bay*, *Jervis Bay* and *Esperance Bay*, were built in 1922 and the two freighters in 1924.

The following are the full conditions of sale as incorporated in the tender forms which are returnable to the High Commissioner for Australia in London, or to the Prime Minister of the Commonwealth at Canberra, Federal Capital Territory, Australia, on or before noon of February 29, 1928:—

(1) Tenders are invited for the purchase of the following steamers: *Moreton Bay*, *Largs Bay*, *Hobson's Bay*, *Jervis Bay*, *Esperance Bay*, *Fordsdale*, *Ferndale*, together with their tackle, apparel, gear, spare gear, furniture and equipment.

(2) Offers will be accepted only from natural-born British subjects, which term includes companies in which the majority of the shares are held by persons who are natural-born British subjects and of which the Articles of Association contain a provision prohibiting the sale or transfer of shares in the company to persons who are not natural-born British subjects; or a company registered in any part of His Majesty's Dominions, in which the majority of shares is held by persons who are natural-born British subjects, and which is approved by the Attorney-General for the Commonwealth.

(3) Tenderers to agree: (a) To take over with each vessel at current market price at date of transfer at the port of her delivery all unbroached stores and fuel oil then on board. (b) Subject to approval by underwriters to take over all insurance policies current at date of transfer and reimburse vendors for unexpired premiums thereon.

(4) Offers should intimate whether tenderers are prepared to: (a) Take over all unexpired liabilities with right, title and interest of the board in leases of offices and wharf properties, also all existing contracts for fuel oil, stores, supplies, wireless equipment, etc. (b) Take over all office furniture and fittings at an agreed valuation.

(5) Vessels to be transferred to purchaser upon completion of discharge at their final port in the United Kingdom or Australia, as the case may be, at the termination of uncompleted voyages commenced immediately prior to acceptance of the tender.

(6) Tenders should include an undertaking to enter into an agreement and provide satisfactory guarantee or security to: (a) Maintain the vessels on the British or a Dominion register for a period of at least ten years. (b) Conduct with the existing fleet and/or other vessels of at least equal size, speed and class, and with at least equal accommodation for passengers and refrigerated and other cargo for a period of not less than ten years a minimum service equivalent to that provided by the line between Australia and Great Britain at present, viz., at least eighteen round voyages per annum.

(7) Offers should include detailed proposals as to the services which tenderers are prepared to provide. The Government will give particular consideration to the terms of proposals submitted in respect to: (a) The maintenance of an efficient and reasonable passenger service; and (b) the provision of refrigerated space in vessels to be substituted for or employed in conjunction with the existing units of the fleet.

(8) Preference will be given to offers containing proposals for safeguarding the interests of Australian exporters and importers in regard to freight rates.

(9) The highest or any tender not necessarily accepted, but preference will be given to any proposal supported by Australian capital.

(10) Tenders to be accompanied by a cash deposit or approved bank guarantee for 2½ per cent of the sum offered.

HEAVY LOSSES OPERATING COMMONWEALTH GOVERNMENT STEAMERS

According to the Commonwealth Auditor General, much difficulty has been experienced in ascertaining the cost of the Commonwealth fleet, some steamers of which have already been sold. In a general summary, however, he states that from 1914-15 until March, 1927, the sum of £15,417,863 had been expended on the fleet. The revenue had been £5,943,014, leaving a net cash outlay of £9,474,489. Assuming that the sum of £3,307,300, at which valuation the vessels to be sold have been written down, represents their present market value, the total loss on the line is estimated at £6,167,149, while possibly this amount may be increased before realization of the assets is completed. Apart from enemy steamers detained in Australian ports at the outbreak of the war, and subsequently operated by the Government, the losses on operating the Commonwealth fleet are given as follows:—

Before 1923	£1,243,918
1923 to 1925	839,354
1925 to 1926	503,076
1926 to 1927	595,833
Total losses	£3,082,181

AUSTRALIAN APPLE PRODUCTION SEASON OF 1928

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 11, 1928.—The principal apple-producing States of Australia are Tasmania, Victoria, South Australia, and Western Australia. While large quantities of apples are produced in New South Wales, comparatively few are exported to overseas markets.

Last season the yields in all States, excepting Tasmania and Western Australia, were very light, consequently the trees are in excellent condition and indicate a good crop this season. The following is an official estimate (in bushel cases) of this season's production and the quantities that will probably be available for export:—

ESTIMATED PRODUCTION AND EXPORTABLE SURPLUS

State	Production Bushel Cases	Export Bushel Cases
<i>Tasmania</i> .—Very heavy crops, fair to good quality	3,750,000	1,600,000
<i>Victoria</i> .—Record crops of excellent fruit	2,250,000	750,000
<i>South Australia</i> .—Crops will probably equal the record production of	1,143,000	.....
Export quota not given—possibly in the region of . . . . .	.....	250,000
<i>Western Australia</i> .—Crops light, probably between 250,000 and	300,000	.....
Export, possibly . . . . .	.....	100,000
<i>New South Wales</i> .—Crops good to excellent; export very small	1,200,000	.....
	<hr/> 8,643,000	<hr/> 2,700,000

This makes a total production for Australia of approximately 8,500,000 cases, of which about 2,750,000 cases will be available for export. The average annual production in Australia is 6,500,000 cases, and the record export season was that of 1926, when 3,150,000 cases were exported, mainly to the United Kingdom.

From the end of February 20,000-ton mail steamers, as well as other steamers with necessary refrigerated space, will make special calls at Hobart to lift Tasmanian fruit, which, as hitherto, will contribute the major portion of the exportable surplus.

EXHIBITION OF BRITISH GOODS IN MELBOURNE

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 11, 1928.—One of the most comprehensive trade exhibitions held in Australia for some years is now being prepared for the opening ceremony by the Governor General at Melbourne towards the end of February. It will remain open for two months, and will be an all-British exhibition with British goods only being displayed.

The exhibition is being organized by the Australian Association of British Manufacturers in collaboration with the Federation of British Industries, London, and the main object is to develop greater interest in British trade, matters having been so planned that a direct appeal will be made to both traders and consumers. The initial cost of staging the display is estimated at £20,000 and the value of the exhibits themselves at £100,000.

The Victorian State Government is co-operating in the scheme to the extent of preparing an instructive demonstration which will embrace the methods employed in marketing Victorian produce for export to Great Britain, arranging pageants for school children, etc. Choir and band competitions, open to all musical organizations throughout Australia, are also to be a feature of the exhibition, which it is anticipated will be attended by over one million visitors.

NEW ZEALAND MARKET FOR PRINTING INKS

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, January 12, 1928.—The annual imports of printing inks into New Zealand amount in value to something over £20,000. A negligible proportion of this represents purchases from Canada, the bulk of the trade being in the hands of English and United States manufacturers. In general, the finer-quality and coloured inks are imported from the United Kingdom, while the ordinary black inks for newspaper work are of United States origin.

NEWS INKS

Two factors point to a possibility of Canadian manufacturers increasing the market for this commodity. The first is the satisfaction expressed by the printing trade with the quality of Canadian-made papers of all grades and an obvious inclination to buy an ink also manufactured in Canada as the one best suited for the paper on which it is to be used. The second is the recent increase in the New Zealand tariff on printing ink of other than British origin from 10 to 20 per cent ad valorem, while British made inks, including Canadian, continue to be admitted free of duty.

The bulk of the trade in black printing inks results from the requirements of from 75 to 100 newspapers printed daily, semi-weekly, or tri-weekly in the various cities and towns of New Zealand and from possibly twice as many periodicals published weekly, semi-monthly, or monthly, in many cases by the newspaper publishers who also operate frequently as job printing houses. Inks required for their purposes should be suitable for both cylinder and flat press work. They should be of a type which will show as small carbon accumulation as possible while still giving the heavy black impression demanded by the local trade, and should also be of the summer weight employed in Canadian printing establishments. The presses used throughout New Zealand can be generally described as of smaller sizes and older types. A few of the larger machines employ the pump system of ink application but the majority are fed by ducts. Resulting from the comparatively frequent use of English newsprint paper and its more or less fluffy surface, an ink containing too great a proportion of carbon is almost invariably found to produce a blurred impression and to necessitate frequent cleaning of machinery. The ink therefore should as far as possible be of a type fit for use on a variable range of papers although one suitable for Canadian newsprint may be taken as a standard.

Prices for standard grades of black printing ink packed in 400-pound iron drums have recently been in the neighbourhood of 8 to 9 cents per pound c.i.f. main New Zealand ports, this approximate figure including quotations f.o.b. United States Pacific coast ports of $4\frac{1}{4}$ to $4\frac{3}{4}$ cents per pound as well as freight and landing charges, duty and agent's commission.

Canadian manufacturers of black printing inks interested in the New Zealand market are urged to communicate with the Canadian Trade Commissioner at Auckland with a view towards developing new business. Sample copies of one of the Auckland daily papers, generally regarded as one that is well produced, are on file in the Department of Trade and Commerce, Ottawa, and may be examined on request. Attention is also directed to Trade Inquiry No. 125, published on page 277 of this issue, in which one of the leading representatives of Canadian newsprint exporters seeks connections with Canadian ink manufacturers.

OTHER INKS

The wide variation in quality and use of inks other than news inks renders a summary review of the market situation in New Zealand rather difficult, and

it is suggested that prospective exporters furnish the Canadian Trade Commissioner in Auckland with samples, prices and relevant details of such inks as appear to warrant investigation from a viewpoint of sales promotion. The long standing preference for coloured and other special inks of English manufacture is a very evident one but several inquiries for a similar Canadian product have been received and indicate possibilities of developments.

TARIFF

It may be pointed out that the tariff on inks other than black printing are as follows:—

	British Pref.	General
Ink powders and ink pellets n.e.i.	20%	40%
Ink, printing, n.e.i.; stencilling and similar inks ..	15%	35%
Ink, n.e.i. including writing, drawing, and marking ink	20% ad val. or 2/- per gal. whichever rate returns the higher duty.	40% ad val. or 4/- per gal. whichever rate returns the higher duty.

AGRICULTURAL CREDITS IN NEW ZEALAND

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, January 16, 1928.—The Rural Intermediate Credit Act, passed by Parliament during the closing days of the session recently terminated and the provisions of which took effect on January 1, has for its principal object the provision of credit for farming operations over periods of less length than those usually covered by mortgage but for longer intervals than those customarily granted by firms selling stock, implements, fertilizers and other necessities. The Act is the most recent of a succession of legislative measures dating back to 1894 and designed to assist settlers and workers in the purchase of farm lands and homes and thus further the development of agriculture and other industries.

Under the provisions of the earliest legislation, funds raised by the Government were advanced to settlers in amounts ranging from £25 to £2,500 on approved security, each advance being repayable in half-yearly instalments equivalent to 3 per cent of the amount borrowed. The administrative machinery was composed of a Superintendent and Advisory Board, appointed by the Government, and without whose consent no loans were sanctioned. The original Act and amendments were consolidated in the State Advances Act, 1913, which has since that time authorized the borrowing of funds for advances to settlers, workers and local authorities in annual amounts aggregating £5,000,000, £1,500,000, and £5,000,000 respectively. Loans may be made on first mortgage on specified classes of lands and improvements and are arranged only on the instalment system and for periods not exceeding thirty-six and one-half years. The maximum amount of any one loan has been increased to £3,500, which amount may include loans on chattels and stock in addition to those on real estate.

Following the report of a specially constituted commission, the Rural Advances Act, 1926, permitted the granting of loans to agriculturists up to a maximum of £5,500, but since, at the time, the scheme of Government assistance to the farming community had not been completed, the Act itself left the settlement of detailed regulations in the hands of the State Advances office.

Under the provisions of the most recent legislation, groups of farmers formed into associations, co-operative societies, and individual farmers will have the right to participate in the funds which will be available to the Rural Inter-

mediate Credit Board, a newly constituted body of which the Public Trustee is the principal executive member. Such amounts will be obtained by the issue of debentures, backed by the security of borrowers and half the amounts advanced by the Government. These advances may not exceed £400,000, and 50 per cent of any loans made to the Board by the Government must be invested in State securities for the purpose of meeting maturing debentures.

Authorization is given to the formation of Rural Intermediate Credit Associations by twenty or more persons engaged in agricultural operations, the purpose of these bodies being to obtain funds from the Board for distribution to members of the association; co-operative societies of not less than thirty members and subscribed capital exceeding £2,500 may also borrow for similar objects, while individual farmers as well may secure loans directly from the Board itself. In the case of Rural Intermediate Credit Associations, it is stipulated that loans must be limited to £1,000 in the case of each borrower and to 10 per cent of the nominal value of shares held in the association, while the duration of any loan must be for not less than six months nor more than five years. Members of co-operative societies may borrow from funds secured by the society for periods of not less than six months nor more than three years, the amounts of loans being limited by the total available for the society which may be up to 80 per cent of the value of live stock or produce held plus personal, collateral security if required. Loans to individual farmers are conditional on the provision of personal security and the guarantee of a second party and may not exceed 80 per cent of the value of goods purchased or the security offered, while the guarantors must stand good for 20 per cent of any advance. As is the case of Rural Intermediate Credit Associations, the amount advanced to any individual may not exceed £1,000.

In addition to the authority to advance moneys in this manner, the Board is also empowered to discount promissory notes and bills of exchange as a supplementary means of supplying funds to the agricultural community. Regulations limiting the extent of such operations have yet to be issued, but it is not anticipated that the Board's activities will embrace anything but a small amount of discount business.

The scheme is expected to facilitate the proper equipment and stocking of farm lands which are now in many cases undeveloped. It will not only reduce the rate of interest payments now imposed on borrowers but place adequate funds immediately at the disposal of the average farmer to whom the ordinary means of financial assistance are seldom readily available.

THE COLONY OF BRITISH GUIANA

ACTING TRADE COMMISSIONER R. T. YOUNG

III

Industries—*Continued*

MINING

A number of ores and minerals of economic importance are known to occur in British Guiana, but only gold, diamonds, bauxite and kaolin have so far been discovered in commercial quantities. Reported discoveries of platinum lack confirmation, and it is the opinion that this metal does not exist in paying quantities.

GOLD

The gold-bearing areas are very widely distributed throughout the colony. Gold has been found in all the rivers with the exception of the Courantyne and the Berbice. All the fields have proved of value, and rich finds have been

made in each. Perhaps the most valuable field for its size was at Omai, on the left bank of the Essequibo river, from which place over 95,000 ounces of the precious metal have been obtained from an area of about 60 acres.

The alluvial gold is usually coarse and nuggets vary in size from a few pennyweights to a few ounces; the largest nuggets found have been one of 333 ounces and one of 111½ ounces. The industry has provided a steady means of livelihood for thousands who pursue fortune in the goldfields year in and year out. Quartz milling has not, on the whole, given satisfactory results, while hydraulicing for gold was tried at the Omai and Tassawini mines; but though the returns were remarkable for a while, the system proved too expensive where steam power is used. If cheap hydro-electric power were available, this form of mining should prove successful.

Gold dredging has been pursued since 1906 in the Potaro district with satisfactory results, and is being carried on in the Konawaruk river by the Guiana Gold Co., Limited, operating with four dredges; also in the Mahdia creek on the right bank of the Potaro river by the Minnehaha Development Company, Limited, with two dredges.

In order to encourage dredging, which appears to be a form of gold mining suited to the widely diffused alluvial values in this colony, the royalty on gold won by dredging has been abolished, and a 5 per cent tax on profits substituted therefor. A royalty charge at the rate of 2s. 1d. per ounce is payable on all gold won by alluvial washing or quartz milling with any equipment smaller than a ten-stamp mill. Claims are limited to the size of 1,500 by 800 feet, and both quartz and alluvial mining rights are exercised under the single claim license.

DIAMONDS

During the early years of the gold industry, some diamonds were found when the day's "clean up" was taking place, and the stones naturally attracted attention. A gold expedition to the Upper Mazaruni in 1890 discovered small diamonds in fair numbers around Patureng creek, and in the following years several expeditions were despatched to this district. Stones of very good "water" were found in considerable numbers, but they were small, and hence not of great value.

The proved diamondiferous area of British Guiana extends in a northerly and southerly direction from the Potaro river to the Cuyuni river, a distance of 150 miles. It extends eastwards for 40 miles from the foot of the Pakairama mountains.

The following is the production of gold and diamonds for the last five years:—

	1922	1923	1924	1925	1926
Gold.. . . .Ounces	9,522	5,621	5,491	6,974	5,434
\$	179,070	105,369	98,803	131,970	98,263
Diamonds.. . . .Carats	159,246	214,385	184,572	188,207	145,097
\$	3,859,357	4,956,410	4,097,437	4,057,285	3,300,952

BAUXITE

Valuable and extensive deposits of bauxite in readily accessible situations have been discovered. The most extensive deposits at present known are situated in the Christianburg-Akyma district of the Demerara river. Actual mining operations for bauxite have so far only been prosecuted by the Demerara Bauxite Company (Northern Aluminium Company of Canada), which controls the major portion of the Christianburg-Akyma deposits. The company hold some 3,000 acres of these deposits under leases obtained from the Government in 1914, the rest of the holdings being freehold acquired from private owners. No other leases have been issued by the Government.

In 1926 exports were 183,859 tons valued at \$920,682, an increase in value over the previous year of \$34,339.

COMMERCE AND SHIPPING

The chief port is Georgetown, situated at the mouth of the Demerara river on its east bank. The approach to the port is marked by an unattended light-ship, anchored eleven statute miles northeast from the light-house, which is at the mouth of the river. Buoys mark the channel across the bar which is in reality a mud flat, the depth of water varying from 16 feet 6 inches at high water to 8 feet at low water spring tide. Vessels go alongside the wooden wharves along the river frontage, and use their own winches for loading and discharging. A ship alongside can do from one hundred to three hundred tons per day. There is a graving dock 212 feet long, where all ordinary repairs are undertaken. The harbour is controlled by a Harbour Board with the Governor as chairman.

LOCAL INDUSTRIES

At present there are two foundries in Georgetown and one in New Amsterdam. There are two match factories using wood of local origin, also a small soap factory, ice factory, two biscuit factories and a tannery, where local hides are tanned and boots and shoes made. There are also the usual aerated water factories, and one for the manufacture of chocolate and confectionery.

Opportunities for Canadian Products

At the present time, because of political dissension and the unsatisfactory state of the colony's finances, business is very much at a standstill and is likely to continue so until the constitutional reforms under consideration are put into force. An atmosphere of depression and of pessimism pervades the business community, credits are inclined to be somewhat uncertain, and the purchasing power of the consumer at a low level. (See report on Economic Conditions in British Guiana in *Commercial Intelligence Journal* No. 1239, October 29, 1927.)

As a consequence buying is a hand-to-mouth variety, confined principally to foodstuffs, though no doubt from time to time Canadian exporters have been circularized by so-called importers to forward samples of goods of all descriptions with a view to transacting business on a large scale. At this time it seems hardly necessary to reiterate the need for using the utmost caution in forming a connection with unknown parties throughout the British West Indies, particularly in British Guiana. Before entering into negotiations, the foreign trade departments of the Royal Bank of Canada, the Canadian Bank of Commerce or the Canadian Trade Commissioner should be enlisted (see *Commercial Intelligence Journal* No. 1239, October 29, 1927), to ascertain the financial standing and business integrity of the agent in question.

One of the great drawbacks in shipping to Demerara—and this applies more particularly to Pacific Coast products—is that such shipments must be transhipped from Trinidad due to lack of direct steamship lines from Vancouver. Naturally the landed cost is increased, which very often renders the product non-competitive with those from Eastern points.

Flour.—As in all the other British West Indian colonies, flour is imported almost entirely from Canada, and as in the other colonies the brand name sells the product. All the large Canadian millers are represented in the market, but there are still opportunities for other Canadian mills in a position to export. In 1926 imports were 184,492 bags.

Packing House Products, particularly pork-stuffs, find a good market in British Guiana, but at present this trade is supplied to a large extent by United States plants. Canadian producers do not seem to be in a position to fill the demand nor to supply the cuts required. A large quantity of offal (snouts, lips, tails, cheeks, feet, etc.) is imported. Imports of pickled beef and pork during 1926 amounted to 13,520 barrels, 60 per cent from the United States.

Potatoes are imported principally from Holland and Canada. Imports in 1926 were approximately 190,000 pounds. Many Georgetown merchants are anxious to form Canadian connections.

Canned Salmon is imported in large quantities from the Pacific Coast, but principally Alaska Red which because of its colour, and quite mistakenly on the part of the consumer, is considered the best salmon. Merchants state that the pink variety will not sell. This is a matter of educating the buying public, though it must be realized that in such a population as in British Guiana education is difficult and slow.

Dried Fish.—Imports of this commodity, principally pollock, are obtained from the United Kingdom. This is due to price, as it is recognized that the Canadian variety is of superior quality.

Confectionery is imported principally from England, although small quantities are at present received from some of the leading Canadian manufacturers. There is a fair market for this line in chocolates and chocolate bars, and there seems no reason why Canadian firms should not obtain a larger share of the trade. English brands appeared to be exhibited almost exclusively for the Christmas trade. Advertising is as necessary in these markets as it is in Canada, if not more so.

Boots and Shoes are supplied chiefly by United Kingdom manufacturers, in all grades from a high-class shoe to the cheaper lines, including men's, women's, and children's. Providing prices are competitive, there is a splendid opportunity for Canadian boot and shoe manufacturers to develop this market and the office of the Canadian Trade Commissioner, Port of Spain, is in a position to place interested exporters in touch with reliable agents.

Oats are in demand, as none are grown in the colony and the consumption is fairly large. In 1926 imports amounted to 4,875,557 pounds. Inquiries are being constantly received by the Trade Commissioner as to Canadian sources of supply.

Douglas fir at the present time is used in the colony in small quantities, but naturally with their large resources of native woods it is the object of the Government to encourage their use as far as possible. Where this has not been practicable, pitch pine from the United States has been used to a large extent, and Douglas fir until recently has been an almost unknown quantity. However, it has been introduced, and with the necessary missionary effort should gradually displace pitch pine.

GENERAL

One of the points observed so far as Canadian products are concerned is the lack of advertising and of window displays in the retail shops as compared with those of United Kingdom manufacturers. This is equally true of the other British West India colonies.

If it is considered necessary and desirable to advertise in Canada, it is equally so in the foreign market where competition is much keener, though it must be remembered that advertisements suitable to the home market are apt to be unsuitable in the foreign field. Such advertising should be directed to the consumer. It is hardly reasonable to expect an agent in the face of long-established competition to introduce a new line in markets such as these without adequate advertising. Canadian firms seem to neglect too much this phase of marketing.

CONDITIONS IN THE UNITED STATES IN 1927

TRADE COMMISSIONER FREDERIC HUDD

New York City, February 5, 1928.—Statistics now available indicate that there was a recession of business activity in the United States in 1927 as compared with 1926 and a decline in business profits. At the close of the last year production and wholesale trade were at a lower level than at the close of any year since 1924, although higher than in any year prior to 1926. The *Annalist* index of business activity gives a preliminary figure of 90·7 for December, thus closing the year 1927 at the lowest level since August, 1924. At this level, the combined index compares with 92·9, the revised index for November, and with 86·8, the lowest point to which it fell in the 1924 depression.

Business failures in 1927 were the second largest on record, being exceeded only by those of 1922. Failures number 20,265, an increase of 1·2 per cent as compared with 1926. Liabilities of \$654,282,367 were slightly less than in 1926. The 393 banks that closed in 1927 had liabilities of \$143,449,246. In 1926, 608 banks suspended, with liabilities of \$212,074,999.

Mine and factory output and building construction declined in 1927. The United States Labour Department placed employment in manufacturing industries in November at 6 per cent below that of November, 1926, and aggregate payrolls at 8 per cent lower. Competition in all lines was more keen, failures more numerous and production and distribution in many lines more restricted. Department store sales, on the other hand, were a fraction of 1 per cent above the record established in 1926, mail order houses having sales 3·4 per cent above the preceding year, while the sales of most chain stores were materially higher, according to a statement issued by the Federal Reserve Board.

Financial and security markets appear to have been less affected than trade generally, since new records in both volume and value were established in some directions, more particularly in speculative lines. A more detailed reference to this phase of the situation will be found in a later section of this report.

ADVERSE FACTORS

In considering the general situation in 1927 and the factors which influenced it, in addition to the lessened activity in various industrial lines, with the resultant unemployment in some sections of the country, the disastrous floods in the Mississippi basin, in the New England States and elsewhere must be taken into consideration. These floods resulted in losses running up to hundreds of millions of dollars. Other factors were the eight-month strike in the bituminous coal industry, a recession of activity in the steel industry, inclement weather which had an adverse effect upon the crops, and excessive production in the oil industry.

INDUSTRIAL SITUATION IN GENERAL

The Federal Reserve Bulletin reports that industry at the beginning of the year showed increasing activity following upon a recession in the preceding three months. In the first quarter of the year, the output of minerals exceeded all previous records, reflecting the large production of bituminous coal, stimulated by the threatened strike. Output of manufactures increased during this period and in the spring months was larger than for the corresponding period of any previous year. With the beginning of the coal strike on April 1, however, mineral production was sharply reduced, and later in the spring manufacturers also began to reduce operations. Except for minor fluctuations, industrial production declined steadily for the remainder of the year, falling in July below the level

of 1926 and after October below that of 1925. According to the records of the United States Department of Commerce, production of raw materials in December was smaller than in either the preceding month or in December, 1926, but for the year as a whole the 1927 output of raw products was larger than in 1926. All major groups showed increases over the preceding year except forest products.

MANUFACTURING PRODUCTION

Manufacturing production in December showed a decline from both the previous month and December of the preceding year, the Department said, and the output of manufactures for 1927 registered a decline from the production in 1926. As compared with 1926, the output of all manufacturing groups was lower in 1927 with the exception of foodstuffs, textiles, leather, chemicals and oils, stone and clay products and tobacco products, which showed larger outputs than in the previous year. The greatest decline from 1926 occurred in automobiles.

Stocks of commodities at the end of December, after adjustments for seasonal conditions, were lower than at the end of the preceding month, but showed no change from the previous year. But for a decline from 1926 in the stocks of raw foodstuffs, the general index of commodity stocks at the end of December would have shown an increase over the preceding year, all other groups in the index showing larger stocks than for the previous year.

Unfilled orders for manufactured commodities at the end of December were larger than at the end of the preceding month, but smaller than for December, 1926. Forward business on the books of iron and steel manufacturers was larger than at the end of either prior period, while unfilled orders for textiles, although lower than at the end of November, were the same as in December, 1926. Orders of lumber, unfilled at the end of the year, were lower than in either prior period.

STEEL INDUSTRY

There were decreases in both production and consumption in the steel industry in 1927, with lower prices and smaller profits. With only approximate figures for December available, the American Iron and Steel Institute gave a total ingot production of 42,900,000 tons for 1927, as compared with 46,900,000 tons in 1926. This is a decline of 8.6 per cent. In the first six months of the year production was at 80 per cent of capacity. During the balance of the year production was in the neighbourhood of 60 per cent of capacity. It is reported that orders received in the last few weeks of the year, chiefly from the railroads, brought United States Steel Corporation production up to 75 per cent of capacity, which has given ground for optimistic prospects for the early months of the present year. On the financial side, the earnings of thirteen steel companies for the third quarter of 1927 ended September 30, totalled \$31,433,466, as against \$49,120,911 for the corresponding period of 1926. The decrease amounted to \$17,687,445, or approximately 37 per cent.

THE AUTOMOBILE INDUSTRY

The production of cars in 1927 reached a total of 2,938,868, having a value of \$2,190,000,000, as compared with a production of 3,768,631 cars in 1926. Of the 1927 production, 81 per cent were closed cars. Production of trucks was 455,019, having a value of \$366,750,000, as compared with a production of 454,539 trucks in 1926. Total car and truck production in 1927 was 3,393,887, as compared with 4,223,170 in 1926. The average retail price of cars was \$953 and of trucks, \$1,053. Of the new cars, 58 per cent were sold on time, while 55 per cent of new trucks were sold on the same basis. Tire production was 66,000,000,

while the wholesale value of units, parts, accessories, service equipment and tires for replacement in 1927, was \$1,345,000,000. Automobiles exported in 1927 reached a total of 384,000, having a value, with parts and accessories, of \$388,300,000, as compared with 306,000, having a value of \$320,200,000, in 1926.

The number of people employed in the automobile industry and allied lines in 1927 was 3,675,000 as compared with 3,743,781 in 1926. Gasoline consumed by motor vehicles in 1927 was 9,697,000,000 gallons as compared with 10,708,068,000 gallons in 1926. Of rubber imported the automobile industry uses 84 per cent, 50 per cent of plate glass consumption, 12 per cent of copper, and 14 per cent of iron and steel.

The number of all motor vehicles registered in the United States in 1927 was 23,125,000, as compared with 22,001,393, in 1926. Of the total registration, 4,700,000 motor vehicles were on farms. The 1927 registration represented 80 per cent of the world's total registration of motor vehicles. (Vide report of National Automobile Chamber of Commerce.)

MISCELLANEOUS INDUSTRIES

In the textile industries reports indicate that, in general, the cotton mills experienced a better year in 1927 than in 1926. The year closed with raw cotton values at approximately 45 per cent above the level of the previous year, and with cotton goods prices some 17 per cent higher. There was an increase of 10 per cent in cotton consumption. Although wool consumption was higher, a rise in the cost of raw materials, without a corresponding rise in the price of cloth, resulted in smaller profits. At the time of writing domestic grades of wool are quoted at an average of up to 10 cents a pound above the low point in 1927. Conditions in the silk industry were uncertain, on account of accumulated stocks and a decline in the raw silk market. Consumption of raw silk or deliveries to mills established a new high record in 1927, reaching over 551,000 bales, as compared with 501,500 bales in 1926, while imports of raw silk were between 9 and 10 per cent above those of 1926. Although the consumption of silk goods increased, the rayon industry enjoyed its most successful year. Prices were lower, but consumption increased 50 per cent, while production was approximately 75,000,000 pounds. This was 20 per cent above the 1926 production and 75 per cent above the average of the four previous years.

Despite the slump in the automobile industry, the rubber companies report a good year with satisfactory earnings and the statements of one or two companies now available indicate record profits. Crude rubber prices appear to have fluctuated less in 1927 than in any year since the rubber industry assumed its present proportions.

The oil industry experienced depression in 1927, due to over-production and a low price level. There was a fall in the earnings of the majority of the oil companies. The drop in fuel oil prices was marked, quotations for bunker fuel in New York at the beginning of January of this year being \$1.35 per barrel, as compared with a price of \$1.75 at the beginning of 1927.

In the building construction industry, Bradstreet's record of permits issued for building in the more important centres shows a decrease of 10.9 per cent as compared with the record of 1926. Other reports show varying declines in building construction activity. Estimates by the F. W. Dodge Corporation place the total value of building contracts awarded throughout the United States in 1927 at \$6,800,000,000, which is \$100,000,000 below 1926 but above the record of any other year.

THE RAILROAD SITUATION

Railroad earnings fell in 1927. The Bureau of Railway Economics places the total railway ton-mileage of the year at 480,000,000,000. This shows a

decline of something more than 1 per cent from the level of 1926, but an increase of 6 per cent over 1925. Passenger business continued to decline, but this has come to be generally expected in view of the increasingly effective competition of the automobile and the motor bus. The passenger mileage dropped approximately 4 per cent below that of 1926. It was about 28 per cent lower than the record year, 1920, and was in fact the lowest since 1916.

THE COMMODITY PRICE SITUATION

Commodity prices in 1927 were comparatively steady. No marked fluctuations took place. The movement of prices until May was downward and upward thereafter, the net rise at the year's close being due, for the most part, to the increased price of farm products, the value of leading crops, at the farm, rising 8.2 per cent above the 1926 figure. There were increases in the price of corn, wheat, cotton, hides, live stock, food products, cotton goods, and leather. There was a continued decline in the price of building materials, fuel, and iron and steel.

According to statistics made available by the Federal Reserve Board, for the year as a whole, the average level of wholesale commodity prices was lower in 1927 than in any year since 1921, the downward movement which began late in 1925 having continued almost without interruption through 1926 and the early months of 1927. The low point of the movement was reached in April and May, when the price index of the Bureau of Labour Statistics was 94 per cent of the 1926 average.

THE AGRICULTURAL SITUATION

A "fairly good" year for agriculture in the chief producing sections of the country, with the exception of the central and eastern part of the corn and hog region, was reported by the United States Bureau of Agricultural Economics in its final report on the agricultural situation for the year 1927. Of the 36 major crops reported upon, 26 show an increase of acreage over 1926; 18 show an increase of production, and 21 an increase in total farm value. Of the 19 commercial truck crops, 12 show an increase in production and 9 an increase in total farm value. Taking the crops as a whole, there was a slight increase in acreage, but a slight falling off in production. In both acreage and production, there was only a slight change from the ten-year average.

Per capita production did not quite hold its own. The Department of Agriculture estimates that in 1927 per capita production was 3.4 per cent below the ten-year average. The total value of all crops on December 1 is given at \$8,428,626,000, an increase over 1926 of about \$640,000,000, or 7 per cent.

INDICATIONS OF IMPROVED CONDITIONS

The greatest increases in value were: corn, \$285,268,000; cotton, \$330,714,000; barley, \$73,890,000, and oats, \$40,694,000. The only really large decrease in value was that of \$113,147,000 for potatoes, although wheat, hay, apples, peaches and some other crops show decreases ranging from \$10,000,000 to \$30,000,000.

The index of relative purchasing power of farm products in terms of non-agricultural commodities is placed at 91 for November, 1927, compared with an index of 80 for November, 1926, and 87 for the two years previous. The purchasing power of cotton terms of all commodities was 106 against 59 a year ago; corn 75 compared with 68; wheat 85 compared with 93; hay 58 compared with 74 and potatoes 90 compared with 134. The index for beef cattle stood at 101 compared with 81; hogs, 82 compared with 105; eggs, 127 compared with 138; butter, 115 compared with 113; and wool, 115 compared with 118. The five-year period 1909 to 1914 is used as a base of 100.

The improved conditions in staple agricultural lines are regarded as a favourable factor for the future. The Northwestern States, Minnesota, the Dakotas, and Montana had a wheat crop exceeded only three times in the country's history, and it is reported that there has been a substantial increase in both savings and bank accounts and many old obligations partially or wholly paid up.

THE FINANCIAL SITUATION

Transactions on the New York Stock Exchange in 1927 were the largest on record, stock sales aggregating 576,990,875 shares as compared with 449,103,253 in 1926. Sales of bonds on the exchange had a par value of \$3,321,545,600, as compared with \$3,029,684,700 in 1926. Offerings of new bonds increased 41 per cent over 1926 and 52 per cent over 1925.

Bank credit expansion was large and money rates were relatively low. Reserve bank credit for the first eight months of 1927 was below that of the corresponding periods of the two preceding years, but in the last four months it increased to a greater extent than in the corresponding period of any year since 1919.

New financing in 1927 reached the record total of \$8,666,970,079. Government and municipal and real estate financing showed the only decreases in amount under the 1926 totals. The Government and municipal financing for 1927 amounted to \$1,867,230,449 as compared with \$1,922,007,101 for 1926, a net decrease of \$54,776,652. Real estate financing totalled \$660,012,625 for 1927, as compared with \$736,164,980 for 1926, a net decrease of \$76,152,355. All railroad financing for the year, including bonds, notes, and stocks, showed a gain of \$430,458,500 over the previous twelve-month period. Public utility financing showed a gain of \$737,547,432 over 1926, while manufacturing financing increased by \$239,642,897. The major increase of the year was registered by the other industrial and miscellaneous list of new corporate offerings, which went \$918,994,326 above the 1926 total.

There was a net decrease of \$151,000,000 in the gold of the United States in 1927. In the first half of the year there was a gain of \$56,000,000 as a result of excess of gold imports over exports, and a loss of \$207,000,000, in the second half of the year, due to an excess of gold exports over imports.

The trend toward improved economic conditions throughout the world were reflected in greater stability in the foreign exchange market in 1927. Some foreign currencies rose above their dollar parity. Canadian exchange was fairly stable. It opened the year with a slight discount and toward the end of March rose to a premium. There was a subsequent decline and then a rise beyond parity in August, which remained during September, October and November. The year opened and closed with the Canadian dollar at a slight discount.

FOREIGN TRADE

This phase of conditions in the United States will be dealt with in detail in a separate report to be published later.

OUTLOOK FOR 1928

Opinions as to the outlook for business in 1928, communicated to the *Journal of Commerce* by business leaders all over the country, predict that the volume of business in 1928 will be large, but that profit margins will be small. Keener competition is looked for, which it is thought will have a restraining influence upon prices and therefore upon profits.

ECONOMIC AND TRADE CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, January 14, 1928.—From the business point of view, 1927 has been marked by continuous depression in Mexico, by declining trade and lack of confidence. It was only during the last two months of the year that an improvement became apparent in the general outlook, and it seems possible to look forward to 1928 with more confidence than has been felt at any time during the past three years.

The factors which have had a direct influence upon the commercial situation may be summarized as follows:—

PETROLEUM

The oil wells form one of Mexico's most valuable sources of wealth. They are practically all controlled by foreign capital (American, British, and Dutch), and the companies controlling them have shown exceptional energy and ability in their development. Unfortunately, the output has decreased rapidly since 1922, and this fact has had a great influence, both direct and indirect, upon the prosperity of the country. The decrease in production is attributed on the one hand to the exhaustion of the producing districts without corresponding development of new areas, and on the other hand to the restrictive legislation which (it is claimed) makes new drilling too risky to attract the necessary capital. The legislative difficulties referred to arose in connection with the Constitution of 1917, which declared that petroleum deposits were national property; a subsequent "enabling law" stated that rights granted prior to the date of the Constitution would be confirmed by means of concessions granted for thirty years, and the question then arose as to whether such of these rights as were originally perpetual could be legally changed into a lease for a limited period—in other words, whether the law could be made retroactive. A decision was given by the Supreme Court in favour of one company in November, and immediately afterwards (in December) changes in the law were made by Congress which appear to uphold the claims of the companies concerned. It is anticipated that this fact alone will lead to an increased production of oil. The real situation is shown by the following figures, which give the production of petroleum for the first six months of the year shown: 1925, 65,374,000; 1926, 50,810,000; 1927, 34,060,000.

TAXATION AND REVENUE

The petroleum situation has a direct effect upon the financial situation of the Government. This is due to the fact that both production and export of mineral oils are heavily taxed, the revenue derived from the taxes being hypothecated for the service of the foreign debt. With a decrease in production, these taxes became correspondingly reduced, and during 1927 it was found impossible to pay the interest without recourse to loans. If oil production continues to decline in 1928, the resources of the Government will be still further reduced, and the result must be either increased taxation, an attempt to raise a loan abroad, or default in payment of interest. The revenue from other taxes has also declined, and the situation from this point of view must be considered as presenting a serious problem to the Government.

MINING

The mining industry appears to have maintained its volume of output, as will be seen by the following comparative figures of production for the first six months of the years shown:—

	1926	1927
Goldkilos	12,029	11,055
Silvertons	1,384	1,511
Leadtons	87,334	104,954
Coppertons	20,736	27,202
Zinctons	9,976	53,692
Antimonytons	332	714

Difficulties were, however, encountered because of the low price of silver, and mining legislation has led to a reduction in the number of new properties opened up as compared with past years. It is claimed that this legislation handicaps the small owner and requires for the development of claims an amount of capital which is in many cases entirely disproportionate to the prospective profits. Complaint is also made of the labour situation in the mines, and the difficulties met with by the management on account of restrictive legislation. At the same time, the figures given above indicate that there are some redeeming features in connection with the industry.

LABOUR

The labour situation continued to be relatively unsatisfactory owing to the onerous demands of the trade unions, which have hitherto been supported by the Government. As an example, all workmen must be paid three months' wages on dismissal; disputes must be referred to a board of conciliation for settlement; and in some areas all firms are compelled to employ 80 per cent of Mexican labour. Demands are frequently made for increased wages and reduced hours, and legislation is often put into force without adequate notice. While everyone must sympathize with the desire to improve the status of the Mexican peon, these conditions have led to serious unemployment and a consequent reduced purchasing power on the part of the working classes. This has naturally had an effect upon the trade of the country, both interior and exterior.

AGRARIAN SITUATION

The situation in regard to agrarianism has remained unchanged in any material aspect during the year. The cause of the difficulties in this connection is due to the subdivision of large estates for the purpose of providing the peon with land for agricultural purposes, and this subdivision has been made in many cases without adequate compensation to previous owners. When the lands were the property of foreigners, claims have been made through diplomatic channels against the Government, and the majority of these still remain unsettled. In the meantime, the result has been that large areas of cultivable land have gone out of use, with a consequent decrease in production of essential foodstuffs. On the other hand, the Government is developing the agricultural possibilities of the country by means of large irrigation projects, which involve the expenditure of many millions of dollars, and has also entered upon the construction of many hundreds of miles of roads in order to improve the means of communication.

FOREIGN TRADE

The generally unsatisfactory condition of Mexican trade during the year under review is reflected in the statistics of imports and exports. These have been compiled up to the end of June last, but have not yet been officially published; details have, however, been placed at the disposal of the Trade Commissioner through the courtesy of the Chief of the Statistical Bureau of the Mexican Government.

It has been known since the early part of 1927 that both exports and imports would show a decline as compared with previous years, and this decline was estimated at about 10 per cent. An examination of the figures shows that this estimate was excessive so far as total trade was concerned, but was an underestimate so far as those items were concerned which reveal the real condition of industry.

The total value of imports into Mexico during the first six months of the past three years was as follows: 1925, \$100,483,000; 1926, \$92,871,000; 1927, \$87,335,000. This indicates a decrease of 13 per cent during the past two years, but only six per cent as compared with 1926.

A further analysis of the imports for the first six months of the past two years shows the following:—

	1926	1927	+ or —%
Live animals	\$ 795,095	\$ 354,178	...
Food and drink	18,438,504	12,161,366	—34
Raw or semi-manufactured materials . .	10,488,090	13,905,475	+32
Manufactured products	61,183,817	57,361,133	— 6
Gold and silver and bullion	1,965,172	3,553,266	+80
	\$92,870,678	\$87,335,418	— 6

Live Animals.—The reduction is accounted for by decreases in the number of horses (from 7,229 to 4,003) and cattle (from 24,306 to 4,318) imported. It would be dangerous to make any definite deductions from this fact, as the number of cattle exported has increased, and this confirms the opinion expressed by Government officials of a distinct improvement in the livestock industry.

Food and Drink.—The decreases are largely accounted for by reduced imports of lard, wheat, corn and flour, as follows:—

	1926	1927	+ or —%
Lard	\$3,603,803	\$2,854,606	—20
Wheat	3,258,921	1,382,512	—38
Corn	2,575,540	710,327	—72
Flour	1,022,063	603,430	—41

With regard to lard, the reduction is due partly to an increased tariff, and partly to reduced purchasing capacity. The decrease in wheat is attributable partly to adequate local supplies and also, to a certain extent, to reduced demand, the peon eating more bread in times of plenty, but turning to cornmeal cakes ("tortillas") at other times. No deductions can be made from the lessened imports of corn (imports varying with local harvests) and the same remarks apply to flour as to lard and wheat. The average reduction in imports of all other foodstuffs is 17 per cent (from 8,000,000 to 6,600,000), and as these are largely in the luxury class, of a type not produced locally, this fact indicates a lessened consuming capacity.

Raw or Semi-Manufactured Products.—The increase is largely accounted for by imports of mineral oils, purchased from foreign countries because of decreased local production, and reflecting the unsatisfactory condition of the petroleum industry.

The imports of tobacco increased 36 per cent (from \$2,124,512 to \$2,897,254), and there were also increases in coal and timber. Wool decreased 27 per cent (from \$1,293,376 to \$939,426), and the remainder from \$2,047,537 to \$1,737,931.

Manufactured Products.—This item is probably the most important as indicating the prosperity of a country; the following two statements give the position for the first six months of the two years shown:—

Decreases—	1926	1927	+ or —%
Soaps	\$ 569,993	\$ 474,627	—17
Paint and varnish	1,041,279	994,135	— 4
Medical compounds	1,552,205	1,309,525	—15
Footwear	1,036,500	607,540	—41
Cotton thread	1,522,969	1,432,166	— 6
Cotton textiles	4,162,096	2,787,218	—33
Hosiery, etc.	1,098,319	827,508	—25
Rubber goods	2,344,982	2,137,490	— 9
Iron and steel in bars etc.	2,500,598	2,052,218	—18
Tools	1,645,180	1,247,176	—24
Automobiles	5,403,421	4,275,318	—29
Musical instruments	1,073,037	920,170	—14
All other	16,794,176	15,890,773	— 5
Increases—			
Chemicals	3,055,154	3,271,293	+ 7
Silk textiles	1,231,407	1,279,354	+ 4
Iron and steel, manufactured	5,244,332	5,733,036	+ 9
Copper, manufactures of	1,186,218	1,498,956	+20
Machinery	9,721,951	10,622,630	+ 9

Gold, Silver and Bullion.—The increase is accounted for by increased imports of gold for coinage purposes, from \$1,025 during the first six months of 1926, to \$2,379,617 in the similar period of the present year.

Exports.—The exports of Mexico for the first six months of the past three years were as follows: 1925, \$179,402,000; 1926, \$179,142,753; 1927, \$166,061,157.

A comparison of details for the same period of the last two years gives the following:—

	1926	1927	+or —%
Live animals	\$ 390,236	\$ 1,323,136	+ 225
Food and drink	20,932,475	29,223,655	+ 40
Raw or semi-manufactured.	135,928,644	113,022,430	— 17
Manufactured products	430,592	1,249,164	+ 190
Gold, silver and bullion	20,724,008	20,580,893	—
Sundries	736,798	661,879	+ 10
	<u>\$179,142,753</u>	<u>\$166,061,157</u>	

The increase in food and drink is accounted for by a greater volume of exports of coffee, fruit and vegetables, and the decrease in raw or semi-manufactured products by petroleum, which fell from \$62,767,730 to \$36,085,197, reflecting the depressed condition of the petroleum industry, which has been previously referred to. All other items are of minor importance.

GENERAL REMARKS

It must be admitted that the statistics of foreign trade, as here summarized, tend to confirm the general impression of a decline in industry during the past two years. At the same time, an exaggerated importance must not be attached to them; for instance, the idea current in foreign countries (which is largely derived from press propaganda) that Mexico is in a constant state of turmoil, where risk of life and property is a daily occurrence, is entirely at variance with the facts. This impression, however, reacts on foreign trade in many ways; exporting firms are unwilling to grant credits, or even to establish agencies in Mexico; Mexican firms, uncertain of future developments, hesitate to extend their operations with foreign countries, and have shown a desire to limit their purchases to bare necessities; and companies established in Mexico with foreign capital have been instructed to reduce their expenses to the lowest possible point. All these factors have had a prominent place in any discussions on this subject. But it should be borne in mind that the resources of the country, and its economic resiliency, are exceptionally great, and any improvement in the situation is always reflected immediately in increased prosperity and buying power.

CONDITION OF CZECHOSLOVAK INDUSTRIES

Czechoslovak manufacturers of agricultural machinery and implements had a fairly satisfactory year in 1927, writes a correspondent in the *London Times Trade Supplement*. Employment was good, and considerable sales were made on the home market. Export trade, though slightly improved, remained about normal. Prices, however, ruled low, partly as a result of severe competition. The Balkan countries were again the main destinations for Czechoslovak agricultural machinery. Apart from the automobile departments of the various engineering concerns, employment is by no means above normal in this branch. The match industry in Czechoslovakia had a somewhat better year in 1927. A considerable growth is reported in the demand abroad for cut paste stones (imitation diamonds).

ECUADOR AS A MARKET

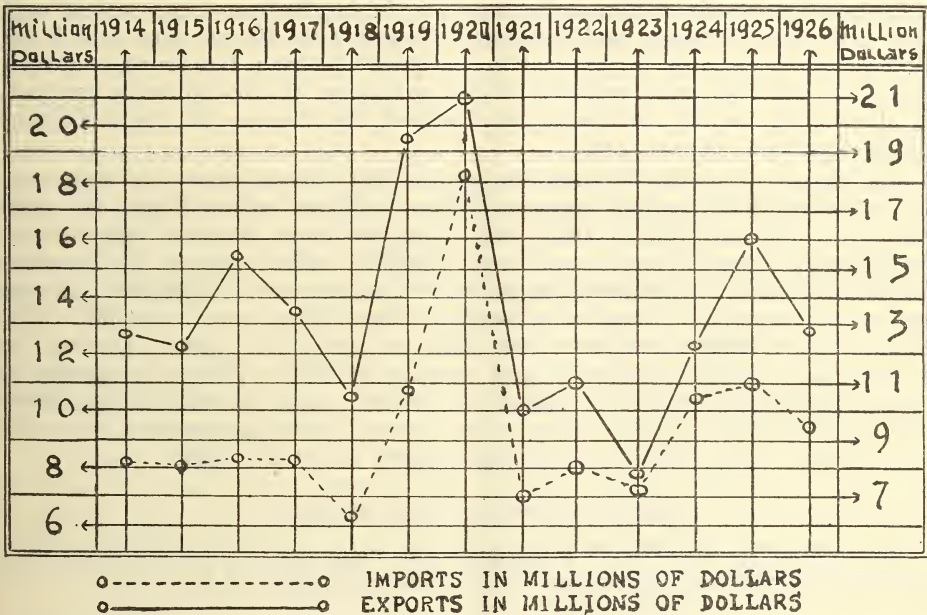
E. L. McCOLL, TRADE COMMISSIONER

II

Foreign Trade

Guayaquil, December 9, 1927.—The accompanying graph showing imports and exports will convey a general idea of the trend of Ecuador's foreign trade from 1914 to 1926 inclusive.

Values have been reduced from Ecuadorian sucres to Canadian gold. During the period under review (1914-1927), the gold value of the sucres has followed a tortuous course, as shown in a graph which accompanies the section of this report on finance. It would be impossible, under the circumstances, to arrive at an almost exact gold value of Ecuador's foreign trade for any one year without an investigation requiring more labour than circumstances would justify. This would refer especially to the years 1915, 1918, 1920, 1921 and



1923 when exchange was exceedingly flighty. A rough average of the exchange value of the currency for each year has therefore been estimated from published rates. This estimated average has been applied to the yearly total value of the foreign trade as given in sucres by official documents.

It is interesting to note how closely imports have followed exports. During lean years, when exports have been low, Ecuador has made her purchases abroad conform to her poorer circumstances and has not once during the thirteen years under review bought more than she has sold. Each year she has had a favourable balance of trade which in the aggregate, up to the end of July, 1927, totalled \$55,276,000 or 44 per cent of her imports. Ecuador's biggest year was in 1920, when her foreign trade amounted to the equivalent of \$39,223,000. Exports amounted to \$20,955,000 and imports were valued at \$18,268,000. Her leanest year was in 1923, when exports had a value of \$7,677,000 and imports were \$7,361,000.

In terms of tonnage, the poorest year for exports was 1918, when 68,000 tons was sent out of the country. The best year was 1926, when 92,812 tons were exported. Ecuador is almost entirely an agricultural country—or at least she should be because it is in this direction that there exists the greatest possibilities for development. In 1916 the tonnage exported, almost altogether agricultural products, amounted to 73,000 tons. In 1922 it had risen to 92,000. During these years exports did not include petroleum. Included in the export figures for 1926 is crude petroleum, which accounted for 20,000 tons, leaving 73,000 tons of other products. In other words, agriculture has stood still when compared with the results of 1916, and has gone back when compared with the results of 1922. Many factors have contributed directly to this setback, chief of which have been the financial situation and the Escoba de Bruja, a pest which has permanently wiped out half of the cacao plantations.

SOURCES OF SUPPLY FOR IMPORTS

The foreign trade for the first six months of 1927—the latest statistics available—show that the United States took first place as a country of origin supplying 54 per cent of Ecuador's imports. Great Britain came second with 15 per cent and Germany and Belgium followed with 10 per cent and 5 per cent respectively, leaving 16 per cent to be divided between remaining countries. Ecuadorian products were exported to her customers in the following percentages: United States, 28; Germany, 19; Holland, 18; France, 15; Great Britain, 6; other countries, 14 per cent.

Canadian trade with Ecuador during the last fifteen years has been very much in favour of Canadian products. From the year ending March 31, 1913, to the year ending March 31, 1927, both years inclusive, the total imports into Canada from Ecuador had a value of \$28,865, while exports of Canadian products to Ecuador for the same period amounted in value to \$628,908. During recent years imports of Ecuadorian products have fallen away completely. In 1913 they were \$8,337 and have not since exceeded this value. During the last six years they have had a yearly average of \$245. Canadian exports to Ecuador during this period of fifteen years have ranged in value from \$8,646 in 1915 to \$150,000 in 1926. The latter, however, was phenomenal, this high point falling to normal for last year which ended March 31, 1927.

PRODUCTS EXPORTED FROM ECUADOR

The following list gives the tonnage and value of products exported and also shows the relative importance of the principal ports of export:—

Port	1926		First Half 1926		First Half 1927	
	Tons	\$1,000	Tons	\$1,000	Tons	\$1,000
Guayaquil	47,717	9,027	22,994	4,891	23,834	6,183
La Libertad	20,187	443	9,806	160	23,417	655
Manta	8,959	1,379	2,490	452	3,611	355
Bahia	6,663	854	3,034	400	3,074	415
Esmeraldas	4,461	359	2,296	197	3,370	165
Other pts.	4,829	652	866	273	2,063	363
	92,816	12,714	41,486	6,373	59,369	8,136

Although the official statistics of products exported contain more than 150 different articles, the following list has been confined to the eight most important ones as they account for more than 90 per cent of the total:—

1925 Product	Highest Record Year in Tons	Tons Exported 1925	1926		First Half 1926		First Half 1927	
			Tons	\$1,000	Tons	\$1,000	Tons	\$1,000
Cacao.	47,210 (1914)	32,895	21,771	5,287	16,207	3,680	15,516	5,194
Crude petroleum. . .	5,000 (1925)	5,000	22,307	442	9,845	161	21,923	515
Ivory nuts	27,994 (1922)	22,430	17,538	1,221	7,064	633	9,789	443
Coffee.	6,152 (1921)	4,114	6,072	2,304	1,373	421	293	106
Bananas.	9,043 (1925)	9,043	9,359	950	3,266	32	5,003	51
Panama hats	200 (1920)	180	234	1,111	124	518	127	642
Hides.	1,186 (1917)	693	596	132	256	59	391	86
Rubber	1,338 (1925)	1,338	1,090	533	303	198	423	161
Other products. . . .	....	....	11,794	734	3,048	671	2,904	938
Totals.	91,926 (1922)	87,244	92,812	12,714	41,486	6,373	59,369	8,136

An analysis of the above figures is necessary in order to form an idea of present conditions from the point of view of production which in the end is the basis of a country's prosperity and buying power. The exportation of cacao has diminished to less than half of the peak year (1914), when 47,210 metric tons of 2,205 pounds were shipped. This product has in recent years been the principal commodity exported and the mainstay of the country's economic stability, but it has been attacked by "Escoba de Bruja" (witchbroom), a pest which has wrought havoc amid the 350,000 acres under cultivation and consternation amongst the planters. At the highest point of production, which was in 1914, it is estimated that there were about 90,000,000 plants which produced for export over 15 per cent of the world's supply. There seems to be little chance for a revival of cacao production, as a very large number of cultivators have become discouraged and have turned their attention to other products such as coffee, bananas, sugar, or rice. The export of ivory nuts has fallen from 27,994 tons in 1922 to 17,538 tons in 1926. The first half of 1927 shows a slight improvement over the first half of 1926, and it is hoped the increase will be maintained. Prices have, however, fallen and it looks as if shippers will have to be content with a much lower price than was received in 1926. This fact may have a serious effect upon export. A concession recently granted to a foreign company for the erection of one or two factories for the manufacture and export of buttons has given rise to a spirit of optimism. It is hoped that this will revive the ivory nut industry as well as give employment to several hundred men.

The exportation of coffee in 1926 amounted to 6,072 tons or 80 tons less than for the year 1921. The amount exported during 1926 was about 2,000 tons more than in 1925, the previous year. The first half of 1927 unfortunately shows a serious decline from the amount exported for the same period of the previous year. It is difficult therefore to forecast what progress coffee production is going to make, although many in a position to know state that a large number of coffee trees have been planted to replace cacao.

The cultivation and export of bananas shows steady and very satisfactory progress. Exports have grown from 1,015 tons in 1919 to 9,359 during the year 1926 without one setback, and for the first half of 1927 are 53 per cent greater than the quantity exported during the same period of the previous year.

Panama hats are holding their own at increased prices, and the end of 1927 should show a small increase in exports over 1926.

Although the sales abroad of Ecuadorian hides in 1927 will exceed those of 1926, yet they will be far short of the record year of 1917, when 1,186 tons were exported. There are several explanations for the diminution in shipments which have taken place during the last ten years. The average weight of hides some years ago was 33 pounds each, but to-day they weigh 22. The reason given for this decrease in weight is that the cattle have deteriorated and also that they are killed at a younger age.

The collection and shipment abroad of rubber has been falling off because cultivation or reforestation has not been carried out. Rubber has been gathered at the expense of the wild trees which have been allowed to die from the methods employed; fresh trees to take their places have not been planted.

The increase in the production of crude petroleum has been most satisfactory. Exportation commenced in August, 1925, and by the end of the year 5,000 tons had been shipped. Shipments increased to 22,307 tons during 1926 and to 21,923 tons for the first half of 1927.

Referring to agriculture as a whole, well informed Ecuadorians told the writer that it was not alone the cacao "witchbroom" which was responsible for the diminution in production as almost every branch of farming has gone back. This condition has been blamed to the lack of a far-sighted policy on the part of those in power in past years. People are optimistic that the present Government can and will remedy the situation. Much has already been done to straighten out the financial stress under which the country has been labouring for many years. The currency is now on a gold basis and foreign exchange is therefore stable. This condition, in itself, will go far to restore confidence not alone to foreign investors but, what is equally important, to the producers within the Republic. Although the foreign national debt is only twenty million dollars, no government in recent years has been able to borrow foreign capital to assist agriculture which has been and is in great need of financial assistance.

PRODUCTION FOR EXPORT

During and since the Great War, Ecuadorian governments have been afraid that the export of various food products such as rice, sugar, cereals, potatoes and other vegetables, raising the cost to the inhabitants, would cause dissatisfaction and trouble, even to the extent of revolution among the people. For this reason obstacles of every description have been created to prevent the export of these products. However, an occasional period of free export would encourage increased cultivation and more abundant crops, thereby producing a surplus which would be collected at the ports for shipment abroad, but a protest from a section of the people would generally lead to an official order against export being issued which resulted in the produce being thrown back on the market at a great loss to the producers. Happily this situation has now changed, and every endeavour is being made to encourage farmers to produce a surplus for export. Ecuadorian lands are particularly suited to the cultivation of sugar, rice, coffee, and tropical fruits in the warm regions and temperate zone, vegetables and fruits in the cool valleys of the Andes. This equatorial republic has a magnificent climate and a fertile soil, both of which are unsurpassed by any other country in the world. With the currency now on a gold basis, the country's finances wisely directed, an insignificant national debt, a stable government thoughtful of the nation's welfare, and a country which nature has endowed with great riches, the people of Ecuador face the future full of determination, hope and confidence.

MR. A. S. BLEAKNEY'S TOUR OF CANADA

Mr. A. S. Bleakney, Canadian Trade Commissioner in Rio de Janeiro, is undertaking a tour of the Dominion in the interests of Canadian trade with Brazil. He began calls at Vancouver on February 15, and his itinerary in Ontario is expected to commence about March 1. A visit to Quebec and the Maritime Provinces will be made later. Canadian exporters who desire to interview Mr. Bleakney are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

CANADIAN PRODUCTS FOR THE RHINE VALLEY

TRADE COMMISSIONER A. B. MUDDIMAN

Lumber

Rotterdam, January 21, 1928.—Through the port of Rotterdam, the commercial mouth of the Rhine, a certain amount of American lumber comes in, not only for Holland, but for the market in the Rhine valley, where there are a number of German importers. The great market in the Netherlands is for Central European oak. Thus North American exporters are at a disadvantage when they compare their prices for American oak with those of Slavonian oak logs. The only wood in Holland which is produced in commercial quantities to supply the domestic demand is elm.

The Dutch market is essentially one for cheap wood. Central Europe and Scandinavia are favourably situated geographically to supply the local needs. Distance and insufficient knowledge of North American woods are against Canadian exporters as far as the Netherlands are concerned. Up the Rhine valley, however, German exporters from time to time require higher-priced woods, although there again, after investigation, importers were found complaining of the high cost of wood from the United States and Canada. Pitch pine, the dealers stated, now costs over 200 per cent more than it did before the war. German wood, on the other hand, was stated to cost not 100 per cent over pre-war prices.

SHIPMENTS OF AMERICAN LUMBER

Prior to the war, American lumber found a fair market in the Rhine valley. During the inflation period after the war financial obstacles, such as the fall of the mark, formed a great impediment to this trade. However, during the last two years firms have shown a tendency once more to buy from the United States. Lack of funds has limited purchases; but at present it is stated that owing to the general activity in building in Germany the outlook for further business is not unfavourable.

The trade in American hardwoods is small. The use of plywood in the manufacture of furniture is inimical to imports of hardwood. For reasons of economy, veneered furniture has undoubtedly taken a hold in the German trade. Owing to price, the demand for American oak is limited in comparison with domestic and other Continental brands.

The softwood market, on the other hand, is about one-fifth of the pre-war turnover, according to an American consular report. The great falling off has been in pitch pine, which at one time had a dominating position in the local market. It was usually taken in dimensions of 10 up to 16 inches, lengths of 16 to 30 feet, with an average content of 30 cubic feet. This lumber was as a rule rough. It was employed in railway and street car construction, and in Holland in connection with windmills and for other purposes. Douglas fir is now used as a substitute on account of price; but owing to there being little close contact between Pacific exporters and importers on this side, and also owing to cost, the demand for Douglas fir, though much better, is not large. The increased sales of Douglas fir may probably be put down to the increase in price of German and other foreign pine. It has been stated that Douglas fir is preferred for the manufacture of windows, doors, staircases, etc., in the Rhine valley.

CANADA'S POSITION

Recently a few shipments of Douglas fir, undoubtedly of Canadian origin, have passed through Rotterdam via London. There is not space in Holland to stock Douglas fir, nor would it pay, as the quantity in demand is not large

enough to find space. From England, close at hand, wood can be drawn from the large pools and at once shipped to order to the consignee. Thus, Douglas fir from Canada that is utilized here comes in via England and is probably credited in the Canadian statistics to the English market. A number of Canadian birch curly logs or rough figured logs for cutting into veneers have also recently passed via Rotterdam up the Rhine into Germany. In Holland a certain amount of maple flooring has been imported, volume depending upon price. At the beginning of the year there was rather an unfortunate condition in the maple flooring market of Canada, possibly due to the slowing down of construction in the United States, while oak flooring was a serious competitor. What is being used in Holland is maple flooring tongued and grooved with secret nailing in long lengths thicknesses 1, $\frac{5}{4}$, and $1\frac{1}{2}$ and 4 inches wide. Inquiries for maple blocks are said to be infrequent, although they have been in demand from time to time. Blocks should be 3 inches x 9 x 1-inch tongued and grooved and dovetail grooved. They are, generally speaking, for laying on concrete.

A German importer in Mannheim recently showed an interest in rift sawn Douglas fir flooring 1 x 4 edge grain, with normal specification length. Another firm in Mannheim also were interested in Douglas fir 1 x 4, lengths of 10 feet upwards, chiefly 12 and 14 feet; also in deals, 1 to 6 inches thickness, 12 feet and upwards, with 10 per cent from 8 feet to 12 feet. Prices stated by this firm at the end of November were between £21 and £22 per standard.

One of the obstacles in the way of marketing North American goods is the difficulty some of the firms here experience with the American terminology, which differs apparently in some cases from the English. When handling wood through agents it is always well in quoting to give the corresponding English terminology. Thus, for example, German importers often talk of redwood. This often means—according to English importers—either Californian redwood as far as they are concerned, or red deals. But when a German importer mentions redwood from Archangel, red deals are meant. Douglas fir rifts, as stated above, are used for flooring and also as boards. A certain amount of Douglas fir cooperage is used up the Rhine for acids, and at one time 3-inch was employed for the making of acid vats, but the vats for which this dimension was employed are now generally of iron.

All the imports into the Rhineland are not covered by the German statistics in so far as Canada is concerned. Up the Rhine parcels of wood pass which would probably be credited to England; but as the trade is only limited, through rates and shipments are not made, although that would be more convenient to such points as Duisburg, Coblenz, Mainz and Mannheim. The general practice is to ship to agents at Rotterdam. Local dealers examine the lumber at the port and ship to their own yards up the river. The cheapest method for such shipments to the Rhine valley is by barge.

TARIFF

On account of the difference in duty, planed lumber is not imported to the same extent as unplanned. The tariff is usually appreciably higher when the lumber is dressed than when it is rough. For example, ordinary building lumber is subject to a rate of 6 marks per 100 kilos if not finished; but when worked up, the rate is 10 marks. Similarly, on finished flooring the duty is 20 marks; but if unfinished it is only 12 marks. Another instance is cooperage stock. In the rough the duty is only 4 marks; but if finished it is 15 marks. Generally, the Rhine valley will take from time to time to a higher priced, better-quality wood than Holland will pay for; but the market is limited and difficult to approach. Further, it must be remembered that, apart from the size of the imports from Scandinavia, Poland, and Austria, Germany

has a splendid supply of her own, owing to her wonderful system of forests and afforestation. Lumber sold by the German Government is in an unworked state.

This report makes no attempt to cover the needs of Germany with the exception of the Rhine valley. Consequently Douglas fir for this area is not required for decking. It is in Douglas fir that Canada's main chance of obtaining business in the market lies. An importer at Mannheim kindly furnished the following dimensions for Douglas fir:—

- (a) *Douglas Fir Flooring—Rough Cut.*—1 x 4, 1½ by 4 and 1½ x 4; widths, 5 to 12 inches; length, 12 feet and upwards.
- (b) *Dimensions for Carpenters' Purposes.*—1½, 1½, 1½, 2 and 3 inches; width, 10 inches and upwards; length, 12 feet and upwards.
- (c) *Dimensions for Furniture.*—1 to 3 inches thick, width 9 to 10 inches and upwards.

The Rhine valley offers a small market for birch logs from Canada. Before the war some Sitka spruce was imported for aeroplane parts, but it must be remembered nowadays that aeroplanes are mostly of metal construction. The centre of the Rhine valley lumber trade would seem to be in Mannheim, although there are importers in Dusseldorf and Cologne.

It has been stated more than once by importers that wood from the Canadian Pacific coast seems to be dearer than that from the United States Pacific coast.

SWISS FOREIGN COMMERCE IN 1927

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, January 18, 1928.—Compared with the previous years, Swiss commercial conditions were in 1927 more favourable, the adverse balance of trade was less important, and foreign trade returns were characterized by advances in exports and imports. Switzerland's total imports and exports in 1927 came respectively to 2,563,794,062 and 2,023,249,576 francs as against 2,414,509,623 and 1,836,496,043 francs in 1926, representing a rise in both categories—149,284,439 francs in imports, and 186,753,533 francs in exports—and indicating that the balance of trade which was adverse in these two periods passed from 518,013,580 francs in 1926 to 540,544,486 francs in 1927.

Imports which showed the most appreciable increases in 1927 as compared with 1926, the figures for the latter year being within parentheses, were: cereals, 269,266,017 francs (250,544,214); food products of animal origin, 119,909,032 (118,447,160); colonial products, 132,909,589 (121,665,782); cattle hides and skins, 80,892,415 (65,541,812); cotton, 185,483,873 (166,472,396); wool and wool manufactures, 150,842,249 (134,486,812); machinery, 72,093,710 (59,729,698); and chemical products, 105,631,086 francs (95,864,025). On the exports side, advances took place in the following: food products of animal origin, 163,516,437 francs (139,035,861); hides and skins, 76,320,596 (62,573,181); clocks and watches, 250,362,094 (239,448,088); silk and silk manufactures, 337,131,928 francs (323,698,449).

Germany stood in 1927 as Switzerland's best supplier and customer, her sales to and purchases from Switzerland showing an increase over the previous year, while France, which took the lead in 1926 for both exports to and imports from Switzerland, occupied in 1927 second rank in the former and fourth place in the latter. Italy, the United States, Great Britain, Belgium, Canada, Argentina, Czechoslovakia, Netherlands and Spain were last year the other main sources of supply to the Swiss market. Figures relating to each of these countries in their trade relations with Switzerland are given hereafter, the figures for 1926 being within parentheses: Germany, imports, 66,300,000 francs (397,-896,096); exports, 541,700,548 (465,000,000). France, imports, 135,195,805 (154,100,000); exports, 474,692,655 (495,500,000). Italy, imports, 115,332,522 (112,500,000); exports, 225,551,111 (251,800,000). United States, imports,

209,646,834 (201,000,000); exports, 220,360,347 (187,700,000). Great Britain, imports, 309,523,347 (298,600,000); exports, 189,317,985 (148,000,000). Belgium, imports, 33,682,825 (29,000,000); exports, 88,745,073 (71,200,000). Canada, imports, 41,602,234 (46,500,000); exports, 88,707,770 (109,300,000). Argentina, imports, 34,277,726 (35,400,000); exports, 81,776,799 francs (70,200,000).

The Dominion's exports to Switzerland declined from 109,300,000 francs in 1926 to 88,707,770 francs in 1927, and imports from 46,500,000 francs in 1926 to 41,602,234 in 1927, Canada's favourable balance of trade decreasing from 62,800,000 francs in 1926 to 47,105,536 francs in the past year. The decline of the Dominion's exports to Switzerland in the past year as compared with 1926 was largely accounted for by the decrease of Canada's shipments of wheat to that country, the value of which stood at 99,070,430 francs in 1926, and at 83,631,715 francs in 1927.

COMMERCIAL TRAVELLERS IN SWITZERLAND

Mr. Henri Turcot, Assistant Trade Commissioner in Milan, has transmitted the following article which appeared in the January issue of the *Anglo-Swiss Commercial Gazette*:—

Hitherto commercial travellers coming to Switzerland from foreign countries have been obliged to secure a special card from the police authorities, and this obligation has been imposed upon all classes of travellers whether wholesale or retail, there being, however, no charge in the case of travellers offering goods only to the wholesale trade. Those countries which approved the International Convention of 1923 for the simplification of customs formalities agreed to use a specified form of legitimization certificate for commercial travellers and certain of the countries in question have recently adopted the practice of recognizing such certificates as valid in place of a police permit. The certificates in question are supplied by chambers of commerce in the commercial traveller's home country. Switzerland has now also decided to recognize legitimization certificates made out by a chamber of commerce in the applicant's home country. As from the 1st of January, foreign commercial travellers who intend to deal only with the wholesale trade do not require to apply for a police permit provided they possess a proper certificate of legitimization. This certificate should conform to the sample approved by the Geneva Convention of 1923 or to a sample agreed upon as a result of a commercial treaty. It is important to note that this facility does not apply to commercial travellers dealing with the retail trade or private individuals. In such a case a police permit must be obtained. It is equally important to note that foreign chambers of commerce in Switzerland are not entitled to issue certificates of legitimization.

MINING AND SMELTING OF ANTIMONY IN HUNAN, CHINA

TRADE COMMISSIONER L. M. COSGRAVE

Shanghai, January 7, 1928.—The chief source of supply of antimony in China is from the Province of Hunan. This province is mountainous and hilly, and where the mines are located the problem of transportation is a serious one, owing to the fact that they are so high up and the roads are so bad.

The antimony ore is found in veins embedded between the rocks on the mountain and hill sides, and the natives of this province mine it, using all sorts of primitive means. The more up-to-date miners are using machine drills and blasting. However, the mines are not extensively developed, one of the main causes being the opposition of the natives to outsiders coming, as they regard it, to take away their bread. They even object to the Chinese of other provinces coming there to work this mineral. In consequence of this attitude financiers have found it safer to keep away.

After the ore is extracted from the veins, it is hand-broken with hammers and sorted, so that no quartz or rock adheres to the ore. It is then carried by coolies from the mountains for a distance of from five to ten miles to the headwaters of the branches of the Lei river, and from there transported in small boats to the treaty port of Changsha, on the Yangtze river, where it is col-

lected and bought up by the large Chinese firms, who in turn sell it to the smelters (Chinese or foreign), by whom it is smelted down to antimony regulus (97 per cent pure).

Prior to the world war, the largest and most up-to-date smelting establishment was situated at Wuchang, Hankow. It was a German concern and was kept working all through the year. During the war this factory had to close down, and the Chinese took up the smelting process themselves at Changsha, but even up to the present time there are practically no large smelting houses. Most of the Chinese smelting works are crude, in consequence of which they are unable to extract the full quantity of antimony from the ore, and when the price was high it paid to buy up the refuse and resmelt it.

On account of the disturbed conditions in and around Hunan, and along the Yangtsze river, the export of antimony regulus has decreased, but nevertheless the export has been in the vicinity of 17,500 tons valued at 4,500,000 Haikwan taels (G.\$3,600,000) during the last two years. The United States takes about half the production, Great Britain, Germany, and the rest of the world consuming the other half.

In 1926 the average price paid for antimony regulus in China was 431 Shanghai taels per ton. During 1927 the price was slightly lower, and at time of writing small parcels of stock cargo, ranging from 100 to 300 tons, are being offered by the Chinese in Shanghai at 350 Shanghai taels per ton in warehouse.

TRADING LICENCES FOR SOUTHERN RHODESIA: A CORRECTION

It is regretted that certain errors occurred in the paragraph on the above subject published in *Commercial Intelligence Journal* No. 1223 (July 9, 1927), page 49. The following paragraph should be substituted:—

A non-resident agent of a foreign firm—that is one who visits Rhodesia from overseas or some other part of Africa—is charged £30 per annum for his license; a Rhodesian agent pays one-half this amount. After two years' residence in Rhodesia the agent of a foreign firm pays £15 per annum for his license, but in addition he pays £2 10s. for each additional firm represented, up to a maximum of £30. No half-yearly licenses are available for the first half year, but it is possible to obtain a six months' license from July 1 for £15.

TARIFF PREFERENCES OF THE BRITISH EMPIRE

VI

Crown Colonies and Dependencies

[The earlier articles of this series were: I, Great Britain and Northern Ireland, and the Irish Free State, in *Commercial Intelligence Journal* No. 1241; II, British West Indies, Bermuda, British Guiana, and British Honduras, in No. 1242; III, British South Africa, in No. 1245; IV, New Zealand, in No. 1252; V, Australia, in No. 1254.]

CYPRUS

The tariff of Cyprus provides for preference on products of Canadian or other Empire origin. A preferential rate of two-thirds of the full rate, whatever it may be, is granted on musical instruments; clocks and watches; cinematograph films; beer, ale, porter, and all other malt liquors; cotton and woollen goods; matches; soap; earthenware and china; furniture; haberdashery and millinery; dyes; and sparkling wine. Motor cars and motor cycles and parts are dutiable at 30 per cent ad valorem, with a British preferential rate of 10 per cent ad valorem. Many articles are provided for under the heading of unspecified goods at a general tariff rate of 20 per cent ad valorem and a British preferential rate of 16½ per cent ad valorem. Among

the duty-free articles are printing paper; fodder for cattle; tools and implements used in agriculture and handicrafts; machinery and parts of machinery and their fittings, connections and gearing; and pig-iron.

Fiji

Under the tariff of Fiji imports from Canada benefit by a preference given to Empire products. The preferential tariff of Fiji on canned fish, automobiles, and rubber manufactures, which are important exports from Canada, is 15 per cent ad valorem, compared with a general tariff rate of $27\frac{1}{2}$ per cent ad valorem. Many other commodities are also subject to these rates. Timber, dressed or surfaced, over 2 inches wide, and not otherwise specified in the tariff, is dutiable at 2s. per 100 superficial feet, British preferential tariff; if undressed, 1s. 6d. per 100 superficial feet; palings, posts, and rails, split, and not otherwise provided for, 2s. per 100. The general tariff rates on these classes of lumber are double the preferential rates. Goods subject to specific duty usually enjoy a 50 per cent preference. In the Fiji tariff there is, in addition to all the ordinary rates of the tariff, a port and customs service tax of $2\frac{1}{2}$ per cent ad valorem.

MAURITIUS

Mauritius has a British preferential tariff on certain goods, which preferences are accorded to Canada. On motor vehicles other than motor lorries, accessories and component parts, including tires and tubes, the general tariff rate is 20 per cent ad valorem, British preferential rate 12 per cent ad valorem. On the following goods the general tariff is 15 per cent ad valorem and the British preferential tariff 12 per cent ad valorem; biscuits (sweetened) and cakes; cinematograph films; clocks and parts thereof; confectionery, plain and fancy, of all kinds, compounded, made or preserved with sugar; glassware, exclusive of sheet glass and surgical and laboratory appliances; jewellery of all kinds; motor lorries and accessories, and component parts and tires and tubes; musical instruments, including accessories and component parts; perfumery and toilet preparations and articles used in the manufacture thereof; silk manufactures, including artificial silk and articles having principally silk or artificial silk worked thereon; and toys and games, including athletic requisites.

WESTERN SAMOA

With only a few exceptions, notably for tobaccos, the rates of duty on goods entering Western Samoa (mandated territory) are $22\frac{1}{2}$ per cent general tariff and 15 per cent British preferential tariff, Canada being entitled to the preferential rate. The following are among the articles exempt from customs duties in this colony: printed literature, including printed music; fresh vegetables and fresh fruit; meat, fish, and poultry, if frozen and not in airtight containers; butter; honey; manures; copra sacks and cocoa sacks; shooks of undressed wood; machinery, implements, and materials for the establishment or development of local industries, if approved by the Administrator and published by him from time to time in the *Western Samoa Gazette*.

BRUNEI

In Brunei there is a preferential rate on British motor vehicles of $2\frac{1}{2}$ per cent ad valorem, compared with a general tariff rate of 5 per cent ad valorem. The preferential rate is accorded to Canada.

GIBRALTAR

Gibraltar has a limited customs tariff, among the articles dutiable being spirits, strong waters, liqueurs, cordials, and malt liquors, on which a preferential rate is granted to goods of British Empire origin.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Gold Customs Surcharge in Norway Abolished

The Consul General of Norway in Montreal advises the Department of Trade and Commerce that according to telegraphic information received from Oslo, the gold surcharge which had been imposed on customs duties in Norway has been abolished. The surcharge in question was applicable to duties levied on a quantity basis and had the object of keeping duties on a gold basis, that is to say, at the standard value of Norwegian money. Norwegian currency is now practically at par.

Preferential Tariff on Optical Goods in Dominica, B.W.I.

A regulation effective January 15, 1928, in Dominica, B.W.I., provides new conditions for applying the British preferential tariff to "optical glass and optical elements, whether finished or not, microscopes, field and opera glasses, theodolites, sextants, spectrosopes and other optical instruments; component parts of the above". In order to qualify for preference, it is required that 75 per cent of the value be of British content instead of 25 per cent, which is the proportion in the case of other goods.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the New Zealand Government Railways and the Public Works Department, Wellington. These specifications are open for inspection at the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa. Tenders should be addressed to The Chairman, Railway Board, Wellington, the Secretary, Public Works Supplies and Tenders Committee, Wellington, and the Secretary (Stores Division), General Post Office, Wellington, in accordance with these specifications.

New Zealand Government Railways.—Four ventilating and heating units; 4 battery shunting locomotives and charging sets; 2 boring mills for car and wagon tires; 1 face grinding machine; 4 plain milling machines; rack-feed; 13 electric rivet heaters; 2 sand cutting machines; 2 screening and mixing machines for moulding and core sands; 2 pattern maker's sanding machines; 4 automatic electric melting sets; 4 pipe and tube bending machines; 1 shearing machine; 1 vertical boring mill for wheel centres; 4 circular saw benches; 3 oil fired spring furnaces; 4 universal type spot welding machines; 2 heavy duty suspension type spot welding machines; 1 standard type spot welding machine; 1 oil reclaiming plant; 7 A.C. arc welding sets; 2 paint spraying machines. (Tenders close June 25).

Public Works Department.—Section 211, Lake Coleridge Electric Power Scheme.—One turbine complete with governor, set of spare parts and tools; 1 generator complete and spare parts; 1 complete bearing shell (two halves) for each type of bearing; 1 set of temperature indicating coils, leads and indicator complete. (Tenders close May 29.)

Public Works Department.—Lake Coleridge, Section 212.—Manufacture, supply and delivery and erection of one-pipe line, approximately 2,464 feet long and an extension to the bus pipe about 59 feet long and all necessary fastenings and fittings. (Tenders close June 25).

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING FEBRUARY 13, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 13, 1928. Those for the week ending February 6, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending February 6, 1928	Week Ending February 13, 1928
Britain.. . . .	£	\$4.86½	\$4.8802	\$4.8827
Belgium	Belga	.1390	.1395	.1395
Czecho-Slovakia.. . . .	Krone	.....	.0296	.0296
Finland.	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0394	.0393
Holland	Florin	.4020	.4034	.4031
Italy.. . . .	Lire	.0526	.0530	.0530
Spain.. . . .	Pes.	.1930	.1701	.1704
Portugal.. . . .	Esc.	1.0805	.0485	.0500
Switzerland.	Fr.	.1930	.1927	.1926
Germany.	Reichs Mk.	.2382	.2389	.2388
Greece.	Dr.	.1930	.0133	.0133
Norway	Kr.	.2680	.2663	.2666
Sweden.	Kr.	.2680	.2687	.2688
Denmark.	Kr.	.2680	.2681	.2682
Austria.	Schilling	.1407	.1412	.1412
Japan.	Yen	.4985	.4695	.4685
Siam.	Tical	.3709	.4575	.4575
India.. . . .	Rupee	.3650	.3681	.3662
United States	\$	1.0000	1.0017	1.0017
Mexico.. . . .	\$	.4985	.4860	.4875
Argentine Rep.	Peso (Paper)	.4244	.4279	.4276
Brazil.. . . .	Mil.	.5462	.1205	.1204
Jamaica	£	4.86½	4.8700	4.8700
British Guiana	\$	1.0000	1.00½—1.02½	1.00½—1.02½
Barbados	\$			
Trinidad.	\$			
Dominica	\$			
St. Kitts.	\$			
Grenada .. . . .	\$	.....	.6300	.6362
St. Vincent.. . . .	\$			
China	Taël	.....	.6300	.6362
Batavia, Java.	Guilder	.4020	.4030	.4020
Peru	Libra	4.8665	3.8900	3.9200
Singapore, Str. Settlement ..	\$	.5678	.5687	.5700

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

96. PROVISIONS.—An agent in Hamburg with connections in the provision trade is desirous of representing Canadian exporters of various kinds of provisions saleable in the German market.

97. DAIRY PRODUCTS.—A commission agent in Barbados desires to be placed in touch with exporters of butter, cheese, and dairy products generally.

98. **CHEESE.**—An agent in Breslau, Germany, is desirous of acting as representative of Canadian exporters of cheese.
99. **FRESH APPLES.**—An agent in Gothenburg, Sweden, wishes to get a good connection in Canadian fresh apples.
100. **DRIED APPLES.**—A firm of agents in Gothenburg, Sweden, are anxious to get in touch with Canadian exporters of dried apples.
101. **DRIED APPLES.**—An agent in Breslau, Germany, is desirous of acting as representative of Canadian exporters of dried and evaporated apples.
102. **CANNED FRUITS.**—An agent in Gothenburg, Sweden, wishes to get a good connection in Canadian canned fruits.
103. **SUGAR.**—An agent in Gothenburg, Sweden, wishes to get a good connection in Canadian sugar.
104. **SALT.**—A firm of manufacturers' representatives in New Zealand desire to secure the agency of a manufacturer of salt, both table and arid.
105. **SARDINES.**—Importer in Argentina wishes to purchase sardines packed in salad oil and in tomato sauce.
106. **SARDINES.**—A commission agent in Barbados desires to be placed in touch with exporters of sardines.
107. **SMOKED HERRINGS.**—A firm of commission agents in Havana, Cuba, wish to sell Canadian smoked herrings in Cuba for account of shippers.
108. **DRIED CODFISH.**—A firm of commission agents in Havana wish to sell Canadian dried codfish in Cuba for account of shippers.
109. **PICKLED SALMON.**—A commission agent in Barbados desires to be placed in touch with exporters of pickled salmon.
110. **CANNED SALMON.**—A firm of commission agents in Havana wish to sell Canadian salmon in Cuba for account of shippers.
111. **CANNED SALMON.**—A commission agent in Barbados desires to be placed in touch with exporters of canned salmon.
112. **CANNED FISH.**—An agent in Gothenburg, Sweden, wishes to get a good connection in Canadian canned salmon and canned lobsters.
113. **PACKING HOUSE PRODUCTS.**—An agent in Hamburg, experienced in the trade in lard, is desirous of securing a representation of a reliable Canadian packing house.
114. **PICKLED BEEF AND PORK.**—A commission agent in Barbados desires to be placed in touch with exporters of pickled beef and pork.
115. **CANNED BEANS.**—A firm of commission agents in Havana wish to sell Canadian beans in Cuba for account of shippers.
116. **CANNED PEAS.**—A firm of commission agents in Havana wish to sell Canadian peas in Cuba for account of shippers.
117. **POTATOES.**—A firm of commission agents in Havana wish to sell Canadian potatoes in Cuba on shipper's account.
118. **FLOUR.**—A firm of agents in Gothenburg, Sweden, are anxious to get in touch with Canadian exporters of grain.
119. **FLOUR.**—An agent in Hamburg established in the provision trade is desirous of obtaining a representation for Canadian flour mills.
120. **FLOUR; SEMOLINA.**—A French concern in Paris, buying for the account of a branch in Morocco, would like to receive samples and prices of Canadian soft wheat flour, hard wheat semolina, etc. Prices c.i.f. Casablanca and Tangiers.
121. **LOW-GRADE WHEAT FLOUR.**—A firm of importers at Manchester are desirous of getting in touch with Canadian millers of low-grade wheat flour in two qualities as per samples on file at Department.
122. **CORN FLOUR.**—A firm of importers at Manchester who purchase considerable quantities of corn flour for sizing purposes are open to receive offers from Canadian exporters. Samples of quality on file at Department.
- ### Miscellaneous
123. **GRAIN.**—A firm of agents in Gothenburg, Sweden, are anxious to get in touch with Canadian exporters of grain.
124. **HAY; OATS; OILMEAL; POLLARD.**—A commission agent in Barbados desires to be placed in touch with exporters of hay, oats, oilmeal, and pollard.
125. **PRINTING INK.**—A firm of direct importers in New Zealand desire to hear from firms in a position to export printing ink.
126. **STATIONERY, ETC.**—A commission agent in Barbados desires to be placed in touch with exporters of stationery and subsidiary lines (printers' ink, etc.).
127. **PAPER.**—A commission agent in Barbados desires to be placed in touch with exporters of paper, newsprint and job printing kraft.
128. **CELLULOSE.**—Swiss concern desires representation of Canadian manufacturer of cellulose for artificial silk.
129. **RUBBER.**—An importer in Mexico City desires to secure supplies of rubber suitable for covering lithographic rollers. Letters should quote prices c.i.f. Canadian factory, and sample of product should be submitted.

130. **PIECE GOODS.**—A firm of commission agents in Havana wish to sell Canadian cotton piece goods for account of shippers.
131. **ARTIFICIAL SILK THREAD.**—A New Zealand firm of importers desire to hear from firms in a position to supply artificial silk thread to that market.
132. **BOOT LININGS.**—A New Zealand firm of importers desire to hear from firms in a position to supply cotton boot linings to that market.
133. **GLACÉ KID LEATHER.**—A firm of leather importers at Manchester are open to hear from Canadian exporters of glacé kid leather, for which they have a regular outlet in the North of England.
134. **SIDE LEATHERS.**—A commission agent in Havana desires to sell side leathers (not sole or patent leathers) in Cuba for Canadian manufacturer.
135. **LEATHER.**—A New Zealand firm of importers desire to get in touch with exporters of leather, with a view to representing them in that country.
136. **LEATHER (SOLE AND FINE).**—A firm at Port-of-Spain, Trinidad, wish to correspond with Canadian exporters of these commodities. Firms interested in this inquiry should communicate with the Department of Trade and Commerce at Ottawa.
137. **LEATHER.**—A commission agent in Barbados desires to be placed in touch with exporters of leather (sole, harness, and uppers).
138. **UPPER LEATHERS.**—A Manchester firm of importers wish to get in touch with Canadian exporters in a position to offer box calf and box sides full chrome as buyers.
139. **TRUNKS AND TRAVELLING BOXES.**—A firm in Madrid wish to purchase trunks or travelling boxes for installation on a Lincoln Pullman limousine. Canadian exporters who are interested in this inquiry are requested to communicate with the Department of Trade and Commerce at Ottawa.
140. **FIBRE BOARD.**—A commission agent having a good connection with the Cuban footwear trade desires to sell fibre board, as used by this trade; also for the shoe carton box trade, for Canadian exporters.
141. **CORN WHISKS.**—A Manchester hardware house is open to hear from Canadian manufacturers of corn whisks and would be interested as buyers or agents.
142. **HOUSEHOLD WOODENWARE.**—A Bristol firm of manufacturers desire samples and c.i.f. quotations on novelty household woodenware equipment such as ironing boards, etc., with a view to agency.
143. **CLOTHES PEGS.**—A firm of hardware wholesalers in the North of England are open to receive offers of 4½-inch dolly type clothes pegs from Canadian manufacturers.
144. **BROOM HANDLES.**—A hardware firm at Manchester are open, as buyers, to hear from Canadian manufacturers of broom handles.
145. **BIRDS' SKINS.**—A firm in Vienna, Austria, are desirous of establishing connection with a party in Canada in a position to supply birds' skins for scientific purposes.
146. **MONEL METAL WIRE MESH.**—A London indent firm, exporting to Indian markets, ask to be placed in touch with Canadian manufacturers of monel metal wire mesh.
147. **CAR AXLES.**—Quotations are desired by a responsible company in Mexico City for standard car axles in accordance with sheet 15, A.R.A., as follows: 25 figure "B" 4½ inches by 8 inches, 10 figure "D" 5½ inches by 10 inches, delivered c.i.f. Veracruz, Mexico.
148. **CRUDE ASBESTOS.**—A London firm ask to be placed in touch with actual Canadian producers of crude asbestos.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Ranger, March 7; Canadian Inventor, March 17—both C.G.M.M.; Montnairn, March 1; Metagama, March 15; Marloch, March 22—all Canadian Pacific.

To AVONMOUTH.—Cranley, March 1; Carmia, March 15—both Anchor-Donaldson.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Downshire, Feb. 26; Carrigan Head, March 15—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Aviator, C.G.M.M., March 6.

To GLASGOW.—Cranley, March 1; Carmia, March 15; Athenia, March 19—all Anchor-Donaldson; Bothwell, Canadian Pacific, March 17.

To LIVERPOOL.—Minnedosa, Feb. 24; Montclare, March 2; Montrose, March 9; Montcalm, March 16—all Canadian Pacific.

To LONDON.—Canadian Ranger, March 7; Canadian Inventor, March 17—both C.G.M.M.; Beaverhill, March 3; Beaverford, March 10; Beaverburn, March 17—all Canadian Pacific; Bay State, Feb. 25; Ariano, March 17—both Furness Line.

To HULL.—Bay State, Feb. 25; Ariano, March 17—both Furness Line.

To MANCHESTER.—Manchester Regiment, Feb. 25; Manchester Brigade, March 10—both Furness Line.

To SOUTHAMPTON.—Montnairn, March 1; Metagama, March 15—both Canadian Pacific.

To HAMBURG.—Brant County, County Line, Feb. 21; Cairngowan, Thomson Line, Feb. 21; Beaverhill, March 3; Beaverburn, March 17—both Canadian Pacific.

To COPENHAGEN AND BALTIC PORTS.—Arkansas, Feb. 22; Maine, March 18—both Scandinavian-American Line.

To ITALIAN PORTS.—Giorgio Ohlsen, Lloyd Mediterranean Italian Service, Feb. 21.

To SOUTH AND WEST AFRICAN PORTS.—Cariboo, Elder Dempster Line, March 15.

To AUSTRALIAN AND NEW ZEALAND PORTS.—A steamer, New Zealand SS., March 17.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, Feb. 25; Canadian Pathfinder, March 10—both C.G.M.M.; Adolf Bratt, Feb. 24; Josey, March 9—both Ocean Dominion.

From Halifax

To ANTWERP.—Canadian Explorer, C.G.M.M., Feb. 20; Arabic, Red Cross Line, Feb. 23.

To CARDIFF AND SWANSEA.—Canadian Explorer, C.G.M.M., Feb. 20.

To GLASGOW.—Athenia, Anchor-Donaldson Line, Feb. 20; Rexmore, Furness, Withy, Feb. 25.

To LIVERPOOL.—Nova Scotia, Feb. 25; Newfoundland, March 17—both Furness, Withy; Albertic, March 5; Regina, March 14—both White Star Line; Aurania, Anchor-Donaldson, Feb. 27.

To LONDON.—Canadian Explorer, C.G.M.M., Feb. 20; London Corporation, Feb. 20; Bay State, Feb. 27—both Furness, Withy; Antonia, Feb. 20; Ausonia, March 12—both Cunard Line; Megantic, White Star Line, March 9; Norwegian, Leyland Line, Feb. 22.

To HULL.—Bay State, Furness, Withy, Feb. 27.

To MANCHESTER.—Manchester Regiment, Feb. 27; Manchester Commerce, March 3—both Furness, Withy.

To ST. JOHN'S, Nfld.—Nova Scotia, Feb. 25; Newfoundland, March 17—both Furness, Withy; Nerissa, Feb. 28, March 13; Rosland, Feb. 21, March 6, March 20—both Red Cross Line; Farnorth, Feb. 25; Skipper, March 10; Sambro, March 13—all Farquhar SS.; Magna, Newfoundland-Canada Traders, Feb. 20, March 8.

To SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Feb. 21.

To ST. PIERRE-MIQUELON.—Skipper, Feb. 21, March 10; Farnorth, Feb. 25; Sambro, March 13—all Farquhar SS.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., March 3.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter (calls at Guadeloupe), March 2; Canadian Runner, March 16—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, Feb. 24; Canadian Carrier, March 9—both C.G.M.M.; Adolf Bratt, March 2; Josey, March 16—both Ocean Dominion.

To AUSTRALIAN PORTS.—Canadian Victor, C.G.M.M., March 17.

To NEW ZEALAND PORTS.—Canadian Britisher, C.G.M.M., Feb. 25.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, Feb. 22; Andalusia, March 7—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Feb. 25; Empress of Canada, March 17—both Canadian Pacific.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Tyndareus, Feb. 21; Protesilaus, March 13—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, March 7.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Elcajon, American-Australia-Orient Line, March 16.

To HAVRE, ANTWERP AND BORDEAUX.—Zenon, Feb. 25; Notre Dame de Fourviere, March 10—both Cie. Gle. Transatlantique.

To HAMBURG, ANTWERP AND BREMEN.—Sachsen, Hamburg-American Line, March 15.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, Navigazione Libera Triestina, March 9.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Cardiganshire, Feb. 24, Nebraska, March 9—both North Pacific Coast Line.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, Feb. 27; Eemdyk, March 13—both North Pacific Coast Line.

To MANCHESTER.—Pacific Reliance, Furness (Pacific) Line, March 2.

To PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), POINTE-A-PITRE (GUADELOUPE).—Dicto, Canadian Transport Co., March 3.

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

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Hereule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

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Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

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C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

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South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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"SWEDEN AS A MARKET FOR CANADIAN PRODUCTS"

The series of reports under the above title which has recently been appearing in the *Commercial Intelligence Journal* by Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, is about to be reprinted as a pamphlet. It should be noted that this pamphlet will be sent free to subscribers of the *Commercial Intelligence Journal*, but only on special application being made. As the number of copies to be printed will be strictly limited early application should be made to the Department of Trade and Commerce, Ottawa. The price to other than subscribers to the *Commercial Intelligence Journal* is twenty-five cents. The pamphlet will extend to about 56 pages and will be indexed.

CANADA'S FOREIGN TRADE, CALENDAR YEAR 1927

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

The total trade of Canada for the calendar year 1927 was valued at \$2,325,900,000 compared with \$2,292,281,000 in 1926 and \$2,173,292,000 in 1925; the increase over 1926 amounting to \$33,619,000 or 1.5 per cent, and over 1925 to \$152,608,000 or 7.0 per cent. Imports in 1927 show a decided improvement over the years 1926 and 1925, while the exports show a decline. Imports in 1927 amounted to \$1,087,118,000, compared with an importation in 1926 valued at \$1,008,342,000, and in 1925 at \$890,193,000; the increase over the year 1926

amounting to \$78,776,000 or 7.8 per cent, and over 1925 to \$196,925,000 or 22.1 per cent. Export trade (domestic and foreign combined) was valued at \$1,238,782,000 in 1927, at \$1,283,939,000 in 1926, and at \$1,283,099,000 in 1925; the decrease in 1927 compared with 1926 amounting to \$45,157,000 or 3.5 per cent, and compared with 1925 to \$44,317,000 or 3.5 per cent. The domestic exports of Canada in 1927 totalled \$1,218,377,000; in 1926, \$1,268,582,000; and in 1925, \$1,270,987,000; the decrease in 1927 compared with 1926 amounting to \$50,245,000 or 4.0 per cent, and with 1925 to \$52,650,000 or 4.1 per cent.

Canada's total foreign trade reached a greater physical volume during the calendar year 1927 than in any previous year on record. The increase in the physical volume of imports was responsible for this improvement, as a slight decline occurred in the volume of exports. Statistics compiled for each fiscal year from 1921 to 1927, based on 1914 values, show that Canada's import trade in 1927, revalued at 1914 average import values, was \$135,193,000 greater than for the record year 1926, while the export trade in 1927, revalued at 1914 average export values, was only \$21,358,000 less than for the year 1926, also a record year. The particulars are set forth in the following tables:—

Imports and Exports, 1921 to 1927, Based on 1914 Values

Fiscal years	Imports		Exports (Canadian)	
	Declared values	Based on 1914 average values	Declared values	Based on 1914 average values
	\$	\$	\$	\$
1914.....	619,194,000	619,194,000	431,588,000	431,588,000
1921.....	1,240,159,000	611,286,000	1,189,163,000	543,224,000
1922.....	747,804,000	505,128,000	740,241,000	497,546,000
1923.....	802,579,000	592,952,000	931,451,000	692,871,000
1924.....	893,367,000	637,893,000	1,045,351,000	801,452,000
1925.....	796,933,000	597,298,000	1,069,067,000	762,941,000
1926.....	927,329,000	705,044,000	1,315,356,000	897,208,000
1927.....	1,030,893,000	840,237,000	1,252,158,000	875,850,000

For more detailed information respecting Canada's Imports and Exports, calendar year 1927, see the following tables showing: (1) Principal imports into Canada, calendar year 1927; and (2) Principal domestic exports from Canada, calendar year 1927.

(1) Principal Imports into Canada, Calendar Year 1927

(In Thousands of Dollars)

Principal Imports	Imports, 1927			Increase (+), Decrease (—) 1927 compared with 1926		
	Total	From United Kingdom	From United States	Total	From United Kingdom	From United States
<i>Agricultural and Vegetable Products</i>						
Total imports under this group.....	233,516	48,096	101,877	+22,849	+10,432	+ 4,839
Principal imports—						
Beverages, alcoholic: Whiskey.....	27,094	26,973	.....	+ 8,387	+ 8,360	.....
Other.....	15,212	8,822	7	+ 5,580	+ 2,928	3
Cocoa and chocolate.....	4,417	866	868	+ 1,088	+ 339	+ 109
Coffee, green.....	5,345	456	28	— 316	+ 145	+ 1
Fruits: Fresh.....	24,319	93	23,382	+ 3,815	+ 27	+ 3,827
Dried.....	5,876	293	4,254	— 345	— 53	— 830
Preserved.....	2,873	201	1,628	+ 242	— 18	+ 263

PRINCIPAL IMPORTS INTO CANADA, CALENDAR YEAR 1927—Continued

(In Thousands of Dollars)

Principal Imports	Imports, 1927			Increase (+), Decrease (—) 1927 compared with 1926		
	Total	From United Kingdom	From United States	Total	From United Kingdom	From United States
<i>Agricultural and Vegetable Products—Con.</i>						
Principal imports—Con.						
Grain and products: Corn.....	13,389		7,543	+ 3,297	—	662
Other.....	8,896	496	5,226	+ 1,791	— 41	+ 1,418
Gums and resins.....	3,117	24	2,897	— 245	— 3	68
Nuts (edible).....	4,974	130	1,654	+ 353	+ 1	+ 85
Oils, vegetable.....	10,412	393	8,503	— 1,832	— 365	+ 925
Rubber: Crude.....	22,624	85	20,199	— 2,340	— 4	— 1,930
Other.....	5,364	650	4,540	+ 336	— 30	+ 318
Seeds.....	2,473	269	1,184	— 1,156	+ 30	343
Sugar and products: Sugar, raw.....	34,648		1,006	+ 1,792		+ 143
Other.....	5,709	890	970	+ 682	— 288	+ 14
Tea.....	11,840	5,219	33	— 677	— 787	+ 1
Tobacco: Raw.....	7,032	30	5,738	+ 828	— 21	+ 732
Other.....	1,169	763	258	+ 10	— 25	+ 20
Vegetables: Fresh.....	5,685	75	5,063	+ 1,085	— 29	+ 802
Preserved.....	1,447	3	837	+ 274	+ 3	+ 173
Other agricultural products.....	9,601	1,365	6,059	+ 200	+ 263	— 156
<i>Animals and Animal Products</i>						
Total imports under this group.....	60,827	5,754	38,395	+ 7,363	— 506	+ 3,410
Principal imports—						
Animals, living.....	2,478	235	2,202	+ 101	— 25	+ 86
Butter.....	3,893	689	43	+ 441	— 344	+ 3
Cheese.....	590	28	217	+ 163	+ 17	+ 71
Eggs in the shell.....	1,404		1,383	+ 350		+ 347
Fish.....	3,109	201	911	+ 681	+ 30	+ 33
Furs: Undressed.....	12,062	872	10,091	+ 2,622	— 416	+ 2,632
Other.....	3,482	289	1,325	+ 362	+ 8	+ 92
Grease.....	1,175	11	1,084	— 311	— 10	260
Hides and skins, raw.....	12,162	123	8,650	+ 2,961	+ 16	+ 1,605
Lard and compounds.....	177	4	119	— 294	+ 2	316
Leather: Unmanufactured.....	5,350	1,156	4,147	+ 246	+ 449	— 189
Manufactured.....	4,325	1,278	2,303	+ 397	— 63	+ 306
Meats.....	4,253	307	3,389	— 968	— 168	— 986
Other animal products.....	6,367	561	2,531	+ 612	— 2	— 14
<i>Fibres and Textiles</i>						
Total imports under this group.....	183,492	71,265	66,721	— 745	— 884	— 3,648
Principal imports—						
Binder twine.....	2,292	56	866	— 1,836	+ 26	— 1,841
Cotton: Raw cotton.....	21,940	11	21,929	— 1,077	+ 11	— 1,056
Cotton yarn.....	2,673	718	1,949	+ 53	+ 20	+ 33
Other cotton.....	31,305	13,365	13,969	+ 362	— 1,340	+ 901
Flax, hemp and jute.....	14,506	6,590	2,749	— 1,137	+ 513	— 1,409
Hats and caps.....	3,288	1,493	980	+ 196	+ 190	— 184
Manila and sisal grass.....	5,122	24	4,572	+ 262	— 109	+ 484
Oilcloth.....	710	478	231	— 62	— 35	— 28
Silk: Raw silk.....	4,915	1	3,816	+ 1,065	— 3	+ 435
Other silk.....	24,508	2,331	4,327	— 1,288	— 226	— 733
Silk, artificial (Rayon).....	7,113	3,110	1,122	+ 2,213	+ 598	+ 346
Wool: Raw wool.....	4,943	2,454	946	— 550	+ 94	— 910
Wool tops and noils.....	4,986	4,348	241	+ 320	+ 416	+ 77
Woollen yarn.....	4,109	3,846	35	+ 36	— 4	5
Other wool.....	34,761	26,749	1,407	— 364	— 1,714	— 51
Other fibres and textile products.....	16,321	5,691	7,582	+ 1,062	+ 679	+ 283
<i>Wood and Paper</i>						
Total imports under this group.....	50,413	4,271	42,848	+ 3,968	+ 473	+ 2,971
Principal imports—						
Books and printed matter.....	14,383	2,133	11,588	+ 950	+ 181	+ 680
Paper.....	11,619	1,437	8,912	+ 641	+ 132	+ 370

PRINCIPAL IMPORTS INTO CANADA, CALENDAR YEAR 1927—*Continued*

(In Thousands of Dollars)

Principal Imports	Imports, 1927			Increase (+), Decrease (—) 1927 compared with 1926		
	Total	From United Kingdom	From United States	Total	From United Kingdom	From United States
<i>Wood and Paper—Con.</i>						
Principal imports— <i>Con.</i>						
Wood: Unmanufactured—						
Lumber and timber.....	10,146	17	10,058	+ 430	+ 5	+ 428
Railway ties.....	715		715	+ 196		+ 196
Other.....	2,979	5	2,719	+ 516		+ 434
Manufactured.....	10,571	679	8,856	+ 1,235	+ 155	+ 863
<i>Iron and Its Products</i>						
Total imports under this group.....	248,152	17,462	222,729	+28,577	+ 2,087	+25,882
Principal imports—						
Iron ore.....	2,876		2,213	+ 22		— 28
Pigs, ingots, etc.....	1,890	335	1,220	+ 320	+ 90	+ 213
Rolling mill products, n.o.p.....	44,112	5,234	36,241	— 3,598	+ 3	— 3,561
Tubes, pipes and fittings.....	3,727	426	3,046	— 108	+ 38	— 126
Wire.....	3,335	1,183	1,787	+ 205	+ 244	— 65
Engines and boilers.....	16,920	780	16,082	+ 3,012	+ 87	+ 2,937
Farm implements.....	26,101	193	25,593	+ 8,470	+ 83	+ 8,329
Hardware and cutlery.....	4,015	999	2,292	+ 255	— 59	+ 260
Machinery.....	46,238	5,257	39,825	+ 7,554	+ 1,219	+ 6,021
Tools.....	2,489	262	1,849	+ 152	— 10	+ 137
Vehicles: Autos, freight.....	4,638	257	4,381	+ 1,820	+ 79	+ 1,740
Autos, passenger.....	26,904	129	26,765	+ 5,341	— 57	+ 5,404
Auto parts.....	31,852	77	31,739	+ 4,886	+ 4	+ 4,428
Other iron and steel.....	33,055	2,330	29,696	+ 746	+ 366	+ 193
<i>Non-Ferrous Metal Products</i>						
Total imports under this group.....	59,196	5,836	47,379	+ 8,430	+ 170	+ 7,014
Principal imports—						
Aluminum.....	7,895	349	7,305	+ 3,025	+ 24	+ 2,878
Brass.....	5,007	515	4,112	+ 124	— 26	+ 18
Clocks and watches.....	3,257	73	1,217	+ 156	+ 11	+ 12
Copper.....	7,276	144	7,097	+ 702	— 53	+ 776
Electric apparatus.....	18,599	1,803	16,299	+ 1,902	+ 21	+ 1,938
Nickel-plated ware.....	2,195	254	1,702	+ 651	+ 108	+ 417
Silver in bars, etc.....	897	14	883	— 114	+ 9	— 123
Tin block, pigs, etc.....	3,066	1,021	1,648	— 198	— 98	+ 35
Other non-ferrous metals.....	11,004	1,663	7,116	+ 2,182	+ 174	+ 1,063
<i>Non-Metallic Mineral Products</i>						
Total imports under this group.....	155,405	14,568	121,156	+ 2,717	+ 4,204	— 5,649
Principal imports—						
Asphalt.....	895	9	883	+ 473	+ 8	+ 463
Clay products: Fire bricks.....	1,794	180	1,608	+ 192		+ 187
Tableware (China)....	4,172	2,523	87	+ 681	+ 327	+ 13
Other.....	3,672	1,310	2,022	+ 570	+ 258	+ 262
Coal: Anthracite.....	31,282	6,369	24,835	— 2,920	+ 3,694	— 5,804
Bituminous.....	29,440	434	29,004	+ 3,928	+ 366	+ 3,561
Coke.....	4,742	105	4,528	— 1,825	+ 82	— 1,854
Diamonds, unset.....	2,754	830	16	— 282	— 413	— 13
Glass: Common window glass.....	1,128	85	15	— 136	— 72	— 19
Plate glass.....	2,073	901	481	— 355	— 18	+ 336
Other.....	4,946	447	3,463	+ 123	+ 38	— 18
Oils: Petroleum, crude.....	34,658	10	23,372	— 730	+ 10	— 5,131
Petroleum, refined.....	15,908	288	15,614	— 48	+ 221	— 273
Stone and products.....	6,188	501	5,193	+ 441	— 35	+ 454
Other non-metallic minerals.....	11,753	576	10,035	+ 2,605	— 262	+ 2,187

PRINCIPAL IMPORTS INTO CANADA, CALENDAR YEAR 1927—*Concluded*

(In Thousands of Dollars)

Principal Imports	Imports, 1927			Increase (+), Decrease (—) 1927 compared with 1926		
	Total	From United Kingdom	From United States	Total	From United Kingdom	From United States
<i>Chemicals and Allied Products</i>						
Total imports under this group.....	33,313	4,314	22,057	+ 1,956	— 709	+ 1,892
Principal imports—						
Cellulose products.....	2,503	89	2,151	+ 280	— 4	+ 257
Chlorine liquid.....	291		291	— 82		— 82
Drugs and medicines.....	2,907	858	1,397	— 194	— 308	+ 17
Dyeing and tanning materials.....	3,886	141	2,354	+ 232	— 28	+ 145
Fertilizers.....	4,138	25	3,060	+ 445	— 28	+ 748
Glycerine.....	448	56	68	— 440	— 685	+ 22
Paints and varnish.....	4,964	762	3,294	+ 586	+ 51	+ 335
Perfumery.....	1,292	295	585	+ 248	+ 49	+ 79
Potassium compounds.....	559	68	234	+ 39	+ 30	+ 17
Soap.....	1,189	150	901	— 11	+ 8	— 11
Sodium compounds.....	3,193	743	2,249	+ 87	— 9	+ 65
Sulphate of alumina.....	473	10	455	— 10	— 6	— 5
Other chemicals.....	7,470	1,117	5,018	+ 776	+ 221	+ 305
<i>Miscellaneous Commodities</i>						
Total imports under this group.....	62,804	10,468	44,108	+ 3,661	+ 2,060	+ 1,812
Principal imports—						
Articles for exhibition.....	6,129	639	5,401	+ 2,698	+ 484	+ 2,137
Brushes.....	643	161	253	+ 22	+ 27	+ 22
Containers.....	3,819	1,606	1,186	+ 521	+ 293	+ 31
Films for motion pictures.....	1,022	75	941	— 752	+ 44	— 797
Jewellery.....	1,712	129	1,098	+ 298	+ 19	+ 107
Musical instruments.....	2,449	95	1,978	— 19	— 33	+ 4
Pocket books.....	1,033	357	344	+ 210	+ 86	— 27
Re-imported articles.....	4,261	823	3,065	+ 546	— 95	+ 956
Scientific equipment.....	4,204	253	3,523	+ 328	+ 27	+ 196
Settler's effects.....	9,240	1,266	7,663	+ 1,873	+ 154	+ 1,674
Ships and vessels.....	1,712	887	801	— 906	+ 722	— 1,508
Ship's stores.....	748	262	430	— 3,697	+ 52	— 2,747
Tobacco pipes.....	974	430	37	+ 145	+ 45	+ 12
Toys and dolls.....	1,818	229	782	+ 158	+ 27	+ 72
Other miscellaneous commodities.....	23,040	3,256	16,606	+ 2,236	+ 208	+ 1,680
Total Imports.....	1,087,118	182,034	707,270	+78,776	+17,327	+38,523

(2) Principal Domestic Exports from Canada, Calendar Year 1927

(In Thousands of Dollars)

Principal Exports	Domestic Exports, 1927			Increase (+), Decrease (—) 1927 compared with 1926		
	Total	To United Kingdom	To United States	Total	To United Kingdom	To United States
<i>Agricultural and Vegetable Products</i>						
Total exports under this group.....	546,294	306,725	56,371	—42,593	—32,596	— 4,682
Principal exports—						
Beverages, alcoholic: Ale and beer...	5,482		5,456	— 71		— 66
Whiskey.....	21,053	100	17,884	+ 2,619	— 53	+ 2,409
Other.....	457		433	— 96	— 46	— 24
Fruits: Apples, fresh.....	4,329	3,623	316	— 1,080	— 1,370	+ 204
Canned fruits.....	436	363	19	— 111	— 20	— 91
Other.....	894	251	457	— 394	— 164	— 167

PRINCIPAL DOMESTIC EXPORTS FROM CANADA, CALENDAR YEAR 1927—*Continued*

(In Thousands of Dollars)

Principal Exports	Domestic Exports, 1927			Increase (+), Decrease (—) 1927 compared with 1926		
	Total	To United Kingdom	To United States	Total	To United Kingdom	To United States
<i>Agricultural and Vegetable Products—Con.</i>						
Principal exports— <i>Con.</i>						
Grain: Barley.....	25,514	15,893	7	+ 2,998	+ 1,240	— 4
Oats.....	3,677	1,045	336	— 6,217	— 3,707	+ 103
Rye.....	10,085	4,460	2	+ 4,460	— 592	— 4
Wheat.....	339,624	238,478	9,820	— 23,354	— 22,986	— 1,291
Other.....	864	235	369	— 116	— 36	— 132
Grain products: Bran and shorts.....	2,617	8	2,498	+ 404	+ 4	+ 406
Cereal foods.....	2,062	2,020	5	+ 123	+ 142	— 1
Oatmeal.....	1,491	1,271	.....	— 618	— 482	— 17
Wheat flour.....	60,267	21,140	38	— 11,727	— 3,196	— 71
Other.....	1,022	54	594	— 136	— 5	— 83
Hay.....	2,027	482	1,311	— 2,158	+ 162	— 2,350
Oilcake.....	1,009	36	517	+ 137	+ 4	+ 200
Rubber: Boots and shoes.....	5,701	1,792	2	— 869	— 917	— 2
Tires, pneumatic.....	20,064	4,501	13	+ 2,851	+ 1,682	— 73
Other.....	2,243	448	365	+ 56	+ 116	— 99
Seeds: Clover seed.....	3,489	385	2,786	+ 54	— 81	— 75
Flaxseed.....	4,317	.....	4,317	— 1,037	.....	— 1,037
Other.....	245	31	188	— 1	+ 7	+ 38
Sugar, refined.....	8,934	4,806	42	— 7,057	— 3,936	— 60
Tobacco, raw.....	2,573	2,570	3	+ 690	+ 699	— 6
Vegetables: Potatoes.....	7,856	.....	4,693	— 3,481	.....	— 2,948
Other fresh.....	1,163	.....	1,085	— 47	.....	+ 32
Canned.....	942	861	2	+ 317	+ 333	+ 1
Other agricultural products.....	5,857	1,872	2,813	+ 1,268	+ 606	+ 526
<i>Animals and Animal Products</i>						
Total exports under this group.....	164,712	49,509	90,999	— 3,314	— 23,794	+ 21,290
Principal exports—						
Animals: Cattle.....	13,998	867	12,922	+ 703	— 7,310	+ 8,029
Other animals.....	6,712	31	5,903	+ 1,876	— 57	+ 1,573
Butter.....	1,069	16	122	— 2,284	— 2,189	+ 31
Cheese.....	22,013	18,754	2,531	— 2,845	— 3,010	+ 539
Eggs.....	168	108	1	— 516	— 468	— 20
Fish and Codfish, dried.....	4,297	28	921	— 698	+ 18	— 171
Fresh fish.....	10,254	273	9,894	— 559	— 111	— 385
Herrings, dry salted.....	2,199	.....	16	+ 62	.....	+ 2
Lobsters, canned.....	3,236	1,664	946	— 371	— 239	— 122
Salmon, canned.....	8,931	3,390	15	— 508	+ 278	— 305
Other fish.....	3,870	5	1,749	— 476	— 13	— 167
Furs, undressed.....	22,205	7,802	13,995	+ 3,056	+ 656	+ 2,268
Hides and skins, raw.....	9,654	5	9,387	+ 2,947	— 29	+ 2,980
Lard and compounds.....	883	199	11	— 253	— 311	+ 11
Leather: Unmanufactured.....	10,020	2,005	7,532	+ 2,150	+ 831	+ 1,184
Manufactured.....	692	42	579	— 29	— 10	+ 47
Meats: Bacon and hams.....	12,422	10,765	1,447	— 10,347	— 11,206	+ 864
Beef, fresh.....	6,696	46	6,164	+ 4,093	— 244	+ 4,473
Pork, fresh.....	3,141	267	2,828	+ 884	— 123	+ 1,010
Other meats.....	4,035	1,602	1,749	+ 21	— 237	+ 343
Milk: Fresh milk and cream.....	7,850	1	7,848	— 722	+ 1	— 724
Condensed milk.....	4,209	1,237	635	— 314	+ 18	— 441
Other animal products.....	6,158	402	3,804	+ 716	— 39	+ 271
<i>Fibres and Textiles</i>						
Total exports under this group.....	10,927	1,725	4,791	+ 3,815	+ 870	+ 1,486
Principal exports—						
Binder twine.....	2,585	12	838	+ 1,528	— 78	+ 420
Cottons.....	789	248	53	+ 4	— 82	— 26
Wool, raw.....	3,133	727	2,306	+ 1,809	+ 704	+ 1,013
Other fibres and textiles.....	4,420	738	1,594	+ 474	+ 162	+ 79

PRINCIPAL DOMESTIC EXPORTS FROM CANADA, CALENDAR YEAR 1927—Continued

(In Thousands of Dollars)

Principal Exports	Domestic Exports, 1927			Increase (+), Decrease (—) 1927 compared with 1926		
	Total	To United Kingdom	To United States	Total	To United Kingdom	To United States
<i>Wood and Paper</i>						
Total exports under this group.....	280,959	16,906	237,466	— 5,346	+ 531	— 6,604
Principal exports—						
Books and printed matter.....	1,031	129	703	— 3	+ 3	+ 66
Paper: Newsprint.....	123,222	2,686	114,042	+ 9,131	+ 1,701	+ 7,283
Paper board.....	2,056	452	1,427	— 1,034	— 584	— 222
Wrapping.....	1,615	257	1	— 713	— 387	— 18
Other.....	2,745	841	357	+ 839	+ 420	— 15
Wood: Unmanufactured—						
Logs.....	5,055	92	3,386	+ 245	— 14	+ 784
Laths.....	7,063		7,032	— 2,497		— 2,439
Planks and boards.....	56,966	7,604	44,109	— 4,976	+ 881	— 6,070
Shingles.....	6,585	2	6,474	— 2,167	+ 1	— 2,200
Timber.....	2,866	378	251	+ 222	— 25	— 45
Pulpwood.....	15,703		15,703	+ 1,636		+ 1,636
Other.....	7,235	636	5,778	— 673	— 375	— 89
Manufactured—						
Pulp.....	46,996	2,945	37,943	— 5,081	— 951	— 5,278
Other.....	1,821	884	260	— 275	— 139	+ 3
<i>Iron and Its Products</i>						
Total exports under this group.....	67,831	8,922	9,639	— 7,771	+ 1,975	— 513
Principal exports—						
Pigs, ingots, etc.....	2,868		2,831	— 653		— 641
Rolling mill products.....	1,929	61	141	— 756	— 147	— 73
Tubing and pipe.....	1,943	161	764	+ 96	— 157	+ 262
Wire.....	854	239	3	— 47	+ 28	— 14
Farm implements.....	16,487	549	4,020	— 448	— 162	+ 401
Hardware and cutlery.....	2,907	453	135	— 538	— 48	— 18
Machinery.....	5,592	1,299	362	+ 1,140	+ 374	— 74
Vehicles: Autos, freight.....	6,272	85	6	— 685	— 112	— 2
Autos, passenger.....	22,157	5,303	70	— 3,623	+ 2,672	+ 8
Auto parts.....	3,434	196	131	— 2,051	— 294	— 296
Other iron and steel.....	3,388	576	1,176	— 206	— 179	— 66
<i>Non-Ferrous Metal Products</i>						
Total exports under this group.....	87,057	16,062	41,995	+ 5,048	+ 2,201	+ 1,527
Principal exports—						
Aluminium: Bars, blocks, etc.....	10,544	611	8,361	+ 4,644	+ 473	+ 3,831
Other aluminium.....	470	35	77	— 769	— 40	— 608
Brass.....	1,349	635	463	+ 495	+ 452	+ 84
Copper: Copper ore.....	7,372	1,656	5,716	— 450	+ 412	— 863
Copper blister.....	6,667		6,667	+ 612		+ 612
Other copper.....	914	55	531	— 217	— 8	— 68
Electric apparatus.....	1,726	234	101	+ 31	+ 129	— 2
Gold, raw.....	7,882	5	7,832	+ 541	— 7	+ 504
Lead.....	12,826	5,059	353	— 954	— 265	— 158
Nickel.....	15,282	5,416	6,196	+ 2,821	+ 1,234	+ 22
Silver.....	11,889	57	4,561	— 1,218	— 185	— 1,595
Zinc.....	7,868	1,736	124	— 747	— 170	— 184
Other non-ferrous metals.....	2,268	563	1,013	+ 259	+ 176	— 48
<i>Non-Metallic Mineral Products</i>						
Total exports under this group.....	26,343	2,235	15,668	— 752	+ 452	— 1,793
Principal exports—						
Asbestos, raw.....	10,735	884	6,537	+ 73	+ 273	— 648
Clay and products.....	283	4	98	+ 58	+ 1	+ 14
Coal.....	5,890	451	2,163	+ 151	— 169	+ 213
Coke.....	893		884	+ 105		+ 100
Oils: Petroleum, crude.....	924	320	581	+ 72	+ 68	— 12
Petroleum, refined.....	704	8	136	— 464	+ 1	— 442
Stone: Abrasives, artificial.....	2,683	170	2,429	— 270	+ 80	— 408
Cement.....	308		47	— 50		— 52
Other stone.....	2,217	54	2,064	— 283	+ 25	— 312
Other non-metallic minerals.....	1,706	344	729	— 144	+ 173	— 246

PRINCIPAL DOMESTIC EXPORTS FROM CANADA, CALENDAR YEAR 1927—*Concluded*

(In Thousands of Dollars)

Principal Exports	Domestic Exports, 1927			Increase (+), Decrease (—) 1927 compared with 1926		
	Total	To United Kingdom	To United States	Total	To United Kingdom	To United States
<i>Chemicals and Allied Products</i>						
Total exports under this group.....	17,855	3,926	8,835	+ 1,367	+ 667	+ 481
Principal exports—						
Acids.....	3,062	2,042	968	+ 641	+ 499	+ 141
Calcium carbide.....	913	2	199	— 804	+ 2	— 652
Cobalt oxide and salt.....	669	281	290	+ 174	+ 108	+ 78
Drugs and medicines.....	488	199	12	— 80	— 103	— 1
Fertilizers.....	5,380	.....	4,544	+ 715	.....	+ 733
Paints and varnish.....	429	140	57	— 74	+ 14	+ 10
Soap.....	852	750	.....	+ 69	+ 131	— 11
Sodium compounds.....	3,890	.....	1,594	+ 469	.....	— 15
Other chemicals.....	2,172	512	1,171	+ 257	+ 16	+ 198
<i>Miscellaneous Commodities</i>						
Total exports under this group.....	16,359	3,542	8,824	— 699	+ 10	— 1,810
Principal exports—						
Cameras.....	1,085	826	3	+ 54	— 162	— 1
Containers.....	684	8	320	— 29	+ 1	— 81
Films.....	4,259	1,820	1,620	— 334	— 81	— 556
Musical instruments.....	1,678	58	287	+ 403	+ 10	+ 11
Settlers' effects.....	5,854	398	5,212	— 1,292	+ 28	— 1,168
Ships and vessels.....	569	2	200	+ 132	— 1	— 130
Other miscellaneous.....	2,230	430	1,182	+ 367	+ 215	+ 115
Total Domestic Exports.....	1,218,337	409,552	474,588	—50,245	—49,684	+ 9,382

NORTH OF ENGLAND BUSINESS CONDITIONS IN 1927

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, January 26, 1928.—Trade conditions in the North of England during 1927 showed on the whole a slow but consistent recovery from the disasters inflicted by the coal stoppage of 1926. Naturally, a brief period of feverish activity followed the resumption of work in most trades, but as the year progressed demand and values fell away and until the closing months the volume of overseas trade was disappointing. The later months, however, showed a decided improvement in export business with imports very nearly in proportion, allowing the tremendous adverse trade balance, the heritage of the coal stoppage, to be marked down to a more reasonable figure. While the North of England as a whole may be said to have shared to some extent in the general recovery referred to above, two of the important staple industries of this area—namely cotton and coal—have unfortunately remained in a state of serious depression and the Yorkshire wool industry has not enjoyed an altogether satisfactory year. Other characteristic North of England trades, such as shipbuilding and engineering, have substantially improved their position although competition and subsequent low prices have left a bare margin of profit in both of these trades. While it is an encouraging sign that the newer and lighter industries which have grown up so rapidly since the war have been well occupied, the staple industries, characteristic of the North of England, have not had their due share of this improvement, and the fact remains that the general prosperity of the North still depends on the ability of these industries to compete in overseas markets.

A significant factor affecting the purchasing power of the country during the past year has been that people dependent on dividends from a number of British industries, railways, etc., had to curtail purchases. The annual reports of manufacturing undertakings which suffered from the coal stoppage of 1926 did not appear until the middle of 1927, and it was only then that the middle and upper classes dependent for part of their income on manufacturing profits had to face the full effects of the previous year's upheaval.

COTTON

The year was one of severe depression in the Lancashire cotton industry. Trade for spinners and manufacturers was below requirements, resulting in short time work, especially in the American section. The Egyptian section devoted to fine and medium counts was better employed and showed fair profits.

The following table gives particulars of exports of cotton piece goods from the United Kingdom for the eleven months ending November, 1913, 1925, 1926, and 1927 respectively:—

	Yards	Value
1913	6,344,866,100	£ 90,292,766
1925	4,051,560,600*	138,540,650
1926	3,594,672,100	100,114,713
1927	3,827,062,200	101,561,714

* Square yards.

Certain statistics relating to Indian trade illustrate very clearly the course of events as regards foreign competition in the Orient. During the twelve months ended March 31, 1913, imports of cotton goods into India were 3,023,000,000 yards, the United Kingdom supplying 2,942,000,000 yards and Japan only 6,000,000 yards. In the year ended March, 1927, the total imports had fallen to 1,767,000,000 yards, of which the United Kingdom supplied 1,467,000,000 yards and Japan 244,000,000 yards, while home production had advanced to 2,259,000,000 yards. When it is considered that the total consumption shows no marked change, Lancashire's position may be realized.

The American spinning section of the industry is handicapped by high production costs and heavy overhead charges as a result of over-capitalization. A favourable feature is that stocks of manufactured goods throughout the world are not heavy and an improvement in economic conditions in consuming centres may bring a larger trade during the ensuing year; that recent reports indicate the Chinese market is improving, although it has been necessary to accept business at extremely low prices. A further encouraging sign is an arrangement made by the bleachers' association for a substantial reduction in charges for bleaching and finishing of important classes of cotton goods. The reduction represents a decrease of from 2d. to 10d. in finishing costs of 40-yard lots of the heavier cotton cloths.

WOOL

Sanguine hopes entertained at the outset of 1927 were not realized as the year progressed and no material relief was experienced from the depression which has characterized this industry since 1921—this despite the fact that there was a greater volume of production than in 1926. Manufacturers of woollen goods, however, have against foreign competition, and with profits negligible and in many cases entirely absent, furnished a greater volume of employment than since 1924. The Bradford dress goods trade is in a serious position, and in heavy woollens the year showed small profits due to severe price cutting in order to meet competition. The revival of the woollen industry in Germany since the stabilization of the mark has been a serious factor in Continental markets, although French competition has declined due to change

in fashions from velours to tweeds. Canada was again among the most important overseas customers, and a constant demand for a wide variety of cloths was experienced from the Dominion until well into the autumn. A certain improvement was evident during the year in the trade with Japan, but due to the political difficulties in China, trade in that field was negligible. India and the Near East, however, furnished a fair amount of business. As evidence of this country's declining importance in the world's woollen trade, exports of woollen and worsted goods for the eleven months ended November 30, 1927, although showing an increase of 4,851,500 square yards as compared with 1926, showed a decrease of 9,773,000 square yards compared with 1925, and a decrease of 46,013,100 square yards compared with 1924.

The year was marked by a rapid rise in raw wool values.

SHIPPING

Liverpool is so vitally connected with the shipping trade that its general prosperity is directly affected by conditions prevailing in this industry. The year 1927 showed a gradual improvement in general shipping as, although outward coal freights dropped to low figures, the leading homeward markets have shown decided animation and have realized more satisfactory returns to ship-owners. The Argentine freight market in particular was a constant user of cargo tonnage throughout the year, and in this trade owners were able to secure remunerative figures for the homeward trip for practically the whole period. The amount of idle shipping in the principal ports of the United Kingdom showed a substantial reduction in comparison with the three previous years. On working costs bunkering fuel—an important item—has been decidedly reduced.

IRON AND STEEL

Business was carried on in the main producing centres of Northern England under extremely difficult conditions during the past year. Generally trade was unprofitable; many important firms showed no profits for the year and others incurred heavy losses. One contributing cause was the increased fuel costs, although this factor is gradually adjusting itself. In Sheffield the volume of trade showed an increase over 1926, but due to increase in works and plants this volume would not exceed 70 per cent of capacity. The heavy steel trade appears to be in a difficult position, exports in 1913 amounting to 4,969,200 tons; in 1926 (coal strike), 2,987,700 tons; and in 1927 at 3,000,000 tons. Foreign competition, particularly from Belgium, France, and Germany, was keenly felt abroad as well as in the home market, as is evident from statistics of iron and steel imports into the United Kingdom, which show a monthly average import of 185,913 tons in 1913, which increased to 226,648 tons in 1926 and 384,084 tons (ten months) in 1927. In order to protect the industry from imports which are in effect subsidized by conditions obtaining on the Continent, a "rebate scheme" was introduced by British steelmakers in September last, under which all consumers who promised to use British steel exclusively were allowed certain rebates of varying amounts. While there has not yet been time to judge the effect of the scheme, the closing months of the year witnessed a decline in imports and a corresponding increase in exports. The outlook is consequently more hopeful.

ENGINEERING

The history of the engineering trades throughout the North of England in the past year has been one of recovery from the industrial disputes of the previous year and the overtaking of arrears of orders. This recovery was generally accomplished with remarkable success and definite progress towards

prosperity has been made. Heavy engineering has greatly improved its position. The bulk of the marine engineering firms enjoyed good, and in most cases varied, outputs consequent on increased demand from shipyards. The machine tool trade has shown a slight improvement, although United States and Continental competition is keen even in the home market, particularly in highly specialized tools. Textile machinery experienced a poor year due to unsettled conditions in the home market.

The electrical branch of the industry has shown marked progress due partly to developments at home, but the efficiency of British engineers is also evidenced in the steady increase in exports of electrical goods, the value in 1926 being £18,200,000 as compared with £17,600,000 in 1925 and £16,200,000 in 1924. Figures for 1927 (eleven months) of £17,120,000 indicate a new high level.

NOTTINGHAM LACE

A distinct improvement was manifest in 1927 in the Nottingham lace industry. The export trade of 1926 was maintained, and although there was a further contraction in exports of cotton lace, it was more than compensated for in increases in silk, artificial silk lace and mixtures. The total value of exports in this latter group was £323,280 as compared with £240,235 and £111,151 during 1925-26 and 1924-25 respectively. A feature of the year was an increase of 25 per cent in the domestic trade over 1926, and an increase of 50 per cent over that of 1925. The curtain section was reported to have experienced one of the best seasons since the post-war slump.

ARTIFICIAL SILK

The moderate success attained during 1926 has been surpassed during 1927 in the British artificial silk trade, a considerable part of which is located in the North of England. It has not only established its position at home but has kept pace with world developments during a year of increasing production and consumption abroad.

Statistics of various textile bodies indicate the steady headway being made by artificial silk in the various branches of textile production: average quarterly production of cotton and artificial silk mixtures increased from 6,037,888 pounds in 1926 to 9,138,314 in 1927. A few years ago the chief consumer of artificial silk yarn was the knitted goods industry, but lately there has been a falling off in this section. On the other hand, a number of Lancashire cotton goods manufacturers have realized the value of artificial silk as a decorative fibre and have been introducing this material into their fancy cotton goods, with the result that several authorities look to this new departure to considerably aid Lancashire's export trade in cotton goods. Exports of artificial silk yarn and manufactures showed a substantial increase over 1926 due largely to the vast improvement in demand from India.

POTTERY

The past year has been one of moderate prosperity in the pottery industry. The more expensive wares enjoyed an increasing demand, mainly in overseas markets, while the medium and cheaper grades have continued depressed. The feature of the year's exports has been the development of Imperial markets, notably Canadian and Australian, although the United States remains still the best single customer.

SHEFFIELD TRADES

Although several firms enjoyed better business in 1927 than in the previous year, the general experience of the Sheffield cutlery trade does not appear to

have been satisfactory. Trade during the middle months was slack, but in the fall there was considerable improvement when buying for Christmas trade was on a large scale, causing a number of firms to operate at high pressure for several weeks. The popularity of stainless steel table knives was well maintained, and the quantity of these goods turned out was little below the average of recent years. The export trade in cutlery was of average volume. A feature of the year has been the substantial growth in trade for safety razor blades both at home and overseas.

BANK CLEARINGS

After a decrease during 1926, due to the depression, bills, cheques, etc., paid at the Bankers' Clearing House continued their upward tendency during 1927, and another record was established, according to the annual report recently issued.

The totals of Northern clearings for 1927 compared with 1926 are as follows:—

	£	Decrease	Increase
Manchester	707,839,000	.....	3.3%
Liverpool.. . . .	428,458,000	.....	6.9%
Leeds	53,356,000	.....	6.8%
Bradford	71,442,000	6.1%	.....
Newcastle	77,971,000	.....	18.9%
Sheffield	55,981,000	.....	12.5%

WEST OF ENGLAND COMMODITY MARKETS IN 1927

TRADE COMMISSIONER DOUGLAS S. COLE

Grain

Bristol, January 21, 1928.—Bristol is an important grain distributing centre, responsible for approximately 10 per cent of the entire grain trade of the United Kingdom. This fact is seldom appreciated in Canada, as also is the fact that Avonmouth, the deep-water section of the port, is seven miles below the city of Bristol. Other ports in the area handling Canadian grain are Cardiff, Swansea, Newport, and Barry, in addition to Bristol City Docks.

In 1925 and 1926 Canada was the chief grain shipper to Bristol, and owing to heavy shipments of maize from South American ports, was second in 1927. Imports of grain by countries of shipment for calendar years 1925 to 1927 were as follows:—

Total Grain Imports in Tons by Countries of Shipment

	1925	1926	1927
Total imports	756,593	781,531	927,374
Southern Europe	89,099	129,356	62,602
India and Persian Gulf	554	8,798	113,433
Canada—			
Atlantic Ports	214,713	208,045	184,997
Pacific Ports	54,139	62,256	37,955
United States—			
Atlantic Ports	66,048	78,477	86,083
Pacific Ports	12,255	28,896	30,229
South America	203,311	211,110	349,208
Australasia	41,109	35,856	41,482

Reviewing the South Wales farmers' line of action in an effort to improve their position, a well-known authority in the grain trade of South Wales, in the *Western Mail Trade Supplement* for January, states that a comparison should be made with the Canadian farmer since the latter's adoption of the pool sys-

tem of marketing. He is of the opinion that the Canadian pool has steadied the wheat market and lessened extreme fluctuations. To quote: "The pool in Canada must necessarily be a large buyer and therefore a large holder of wheat; frequently also a large seller acting as one unit, and since the bulk of exports of Canadian wheat are made to this country, the market value of Canadian wheat must influence the comparative value of English wheat."

WHEAT

Canada is the chief shipper of wheat to the West of England. There has been a sharp drop in shipments from Vancouver owing to the cancellation of the Canadian Government Merchant Marine Vancouver-Avonmouth Service, but with its re-establishment these figures will rapidly increase.

Imports of Wheat into Port of Bristol

	1924 Tons	1925 Tons	1926 Tons	1927 Tons
Total imports.	504,898	360,315	402,605	460,568
Southern Europe.	5,887	9,611	6,330	26,475
India and Persian Gulf	44,320	19,327	2,456	13,224
Canada—				
Atlantic ports	178,718	143,206	175,747	162,753
Pacific ports	55,291	47,568	61,860	37,955
United States—				
Atlantic ports	107,495	40,011	70,214	69,698
Pacific ports.	2,210	94	7,994	9,194
South America.	85,075	55,796	38,562	100,730
Australasia.	24,898	39,682	35,075	39,479

Stocks in the hands of the Port of Bristol Authority, despite decreased shipments during the year, have advanced owing to market conditions. On January 1, 1927, the total on hand was 25,322 quarters, which had increased to 90,034 quarters in January, 1928.

BARLEY

In 1926 the Port of Bristol handled 27 per cent of the United Kingdom imports of barley and the figure has increased in 1927: 190,426 tons as against 156,891 tons.

Imports of Barley into the Port of Bristol

	1924 Tons	1925 Tons	1926 Tons	1927 Tons
Total imports.	248,594	210,766	156,891	190,426
Southern Europe.	15,051	78,321	102,179	26,301
India and Persian Gulf. . . .	95,712	5,607	6,313	97,199
Northern Africa.	13,610	21,492	2,452	7,915
Canada—				
Atlantic ports.	65,241	55,377	14,082	13,510
Pacific ports. . . . .	....	6,571	....	....
United States—				
Atlantic ports	25,069	22,861	3,572	14,493
Pacific ports.	16,826	18,232	20,899	21,035

At the beginning of 1926 stocks of malting barley and of grinding barley stood at 16,360 and 51,314 quarters respectively, and on January 1, 1928, at 133,764 and 24,292 quarters. These increases are, however, more in keeping with the increased trade of the port and in this respect are dissimilar to the situation as regards wheat.

OATS

Trade in Canadian oats with the West of England has never been heavy and during the past year had dropped from 18,570 tons to 8,698 tons.

Imports of Oats into the Port of Bristol

	1924 Tons	1925 Tons	1926 Tons	1927 Tons
Total imports	52,335	22,620	24,157	19,670
Irish Free State . . . . .	....	....	947	4,519
Canada—				
Atlantic ports	29,315	16,114	18,174	8,698
Pacific ports	5,678	....	396	....
United States—				
Atlantic ports	8,943	3,175	2,767	1,633
South America	8,399	987	1,096	4,227

Stocks on hand on January 1, 1927, were 3,644 quarters and on January 1, 1928, 5,489 quarters.

WEST OF ENGLAND GRAIN FACILITIES

The Port of Bristol provides fully for the handling of grain, either in bulk or in bags, grain in bulk being worked by machinery over bands to granaries, or by bushelling gangs, as occasion may require. Grain in bags is discharged, weighed, and despatched in original bags, or started to bulk as desired. Five floating elevators (three pneumatic two-bucket) are provided at Avonmouth, and by working on either side of a vessel these rapidly discharge grain either to craft or to electric travelling bands for storage. Shore elevators on quays at all the docks lift grain from ship's hold to travelling bands. Accelerated dispatch of steamers is supplemented by the use of grain barges and hulks, which are then discharged by barge elevators on the quays. Grain is weighed automatically both at intake on discharge and in sacks or bulk upon redelivery. In addition to the five large granaries at the four main docks, with a total capacity of nearly 350,000 quarters, there are extensive areas of grain shedding at all the docks. The grain accommodation at Avonmouth will be increased by 32,000 tons on the completion of further granaries now under construction.

MAIZE

Neither the United States nor Canada are shippers of maize to the West of England, but it should be noted that this trade has grown very rapidly with the Port of Bristol. During the past year South America shipped some 240,807 tons as compared with shipments of 165,850 tons in 1926.

Flour

The year under review can be divided into three periods as regards values of Manitoba flours. For the first three months the market kept fairly steady, for the next three months prices hardened with a gradual advance, whilst for the last six months the market has steadily declined. During the same periods the nominal prices of English-milled flour dropped about 2s. 6d. per sack during the first three months, and declined 9s. during the last half of the year. The actual taking prices of English flour, however, were considerably less than the nominal prices, and also varied a good deal with the competitive conditions of the individual sellers.

These market variations were naturally reflected in the trading in Canadian flours; business during the latter portion of the year was of an uninteresting and dragging nature. The disparity in price as against home-milled flours was more marked during the latter period, owing to the fact that home millers were able to obtain abnormal prices for offals, this leading to an increase in the already too great difference in price under the Canadian article, which proved a marked handicap to importers. The English miller still apparently holds to his belief in working to capacity, with the consequence of over-production and necessity to force sales, with (doubtless) poor financial results.

Ontario winter flours met with a fair sale up to the time of the new crops, after which exporters appear to have been unable to offer at competitive prices for this market.

It could hardly be expected that under such conditions the year was favourable for importers, although imports were kept up well as compared with previous years; this was done at the expense of the importers, trading having been unremunerative for most of the time.

Stocks on hand at the Port of Bristol on January 1, 1927, were 3,736 sacks and on January 1, 1928, 5,069 sacks. Imports into the West of England via the Port of Bristol have shown a slight increase during the year despite the very unsatisfactory trade reports from flour importers. Total flour and wheat-meal imports into the Port of Bristol for the year 1924 to 1927 inclusive are as follows:—

	1924 Tons	1925 Tons	1926 Tons	1927 Tons
From Canadian ports	16,454	11,999	12,662	13,376
From all sources.	66,470	71,188	58,581	74,686

In South Wales there has been over-production in the mills and competition for orders brought prices below remunerative levels.

Dairy Products

CHEESE

It was anticipated at the beginning of the year that imports of cheese would fall off very heavily owing to low stocks in Montreal and the heavy exports of milch cows to the United States. However, the trade picked up better than was anticipated and during the twelve months ending December 31, 1927, there were shipments of 5,367 tons of Canadian cheese out of a total of 8,759 tons.

For some years past the American trade has dropped away and it is now negligible. Canadian supplies during the season were placed on a sluggish market—a condition that was generally attributed to the policy of the New Zealand Control Board by which large quantities of cheese from that Dominion were unloaded with the commencement of decontrol. This condition had been quite overcome by the end of the year. Prices at the beginning of 1927 were around 93s. (\$22.62) and 94s. (\$22.80) for old and new supplies of New Zealand respectively. Canadian supplies were available in small quantities at about 90s. (\$21.89). This compares with the opening market in 1928, with New Zealand values on the decline and ranging from 96s. (\$23.35). On the other hand, Canadian matured is in good demand with prices unchanged at 103s. (\$25.06) to 107s. (\$26.03).

Imports of Cheese into the Port of Bristol

	1923 Tons	1924 Tons	1925 Tons	1926 Tons	1927 Tons
Total imports.	11,041	7,205	9,589	9,932	8,759
New Zealand	3,494	1,439	2,182	3,920	3,271
Canadian ports	7,251	5,710	7,343	5,574	5,367
United States ports	274	47	54	240	115

BUTTER

Bristol importers have been greatly perturbed over the butter situation in Canada throughout the past year and the absence of offerings from Montreal.

The heavy exports of milch cows to the United States from Canada, coupled with the exceedingly heavy exports of fresh cream to the same market, are the generally accepted reasons. On the other hand, it is believed that butter production in the Dominion has increased rather than decreased during the past year. Of the imports into the Port of Bristol of 2,552 tons, 2,361 came from New Zealand and 132 tons from the Irish Free State.

At the end of 1927 New Zealand supplies were around 162s. (\$39.41) for finest and 160s. (\$38.93) for first grade. Cold storage butter was mostly cleared, and the market has been rather firmer than at this time last year. Australian supplies are not much on the market, and prices are fairly close to New Zealand.

Bacon and Ham

In view of the Preservatives in Food Act coming into force during 1927, there was a very sharp drop in shipments of United States and Canadian bacon to this market. So far it is proving feasible to ship Canadian bacon to large centres of distribution with congested population where immediate consumption can be obtained, but for scattered areas such as the West of England it is difficult. Imports stood at over 11,000 tons in 1923, and there has been a gradual fall to 2,656 tons in 1927 (Canada, 1,131 tons in 1927 against 2,096 tons in 1926; Holland, 885 tons against 936; United States, 549 against 1,575; and the Irish Free State, 91 against 124 tons).

The distribution of Continental bacon is not direct to the Port of Bristol, and therefore the heavy consumption is not indicated in the port returns. The Danish trade has been strong despite the fact that the cost of production is reported as equal to or more than prices obtained in England. More recent extensions of the bacon trade are those of supplies of Russian, Esthonian, Latvian, and Polish. When the rate of exchange, particularly with Poland, is taken into account, it will be understood why imports can be maintained from that country in the face of heavy competition. As it is stated that it costs in the vicinity of 93s. (\$22.62) to 97s. (\$23.59) for first-grade Danish bacon to be placed on the English market, the margin of profit to Danish exporters is to-day negligible.

Canned Goods

Direct imports of canned goods into the West of England are roughly over 5,000 tons per annum. During 1927, 4,701 tons of canned fruits were imported (22 tons from Canada), and of canned fish of all types, 536 tons (163 tons from Canada). (See report on "Canned Goods Situation in the West of England" in *Commercial Intelligence Journal* No. 1251: January 21, 1928.) Canadian canned salmon has sold very well this year despite high prices. Canadian canned lobster has not been available owing to the very cheap Japanese crab which has been on offer at approximately 50 per cent of the price of lobster.

The chief fruits finding favour in the West of England are pears, peaches, apricots, and strawberries; it will never be a heavy consuming area for canned vegetables.

Canadian canned peas have done very well considering the fact that the hotel trade has rather dropped off. Hotel owners state that they cannot put on so-called "fresh" peas for two months before the season opens and two months after it closes. In canned pork and beans with tomato sauce there are distinct possibilities. Recent inquiries indicate that a Canadian packer might find a ready sale in this area.

SHIPBUILDING OF THE WORLD IN 1927

TRADE COMMISSIONER HARRISON WATSON

London, January 27, 1928.—The Annual Summary of the Mercantile Shipbuilding of the World which has just been published confirms the improved situation in British shipyards which was outlined in the annual report of this office on the trade of the United Kingdom in 1927. In that report figures were reproduced indicating the tonnage under construction in this country throughout the year, and for this reason, it is proposed now to deal more particularly with that section of Lloyd's Review which relates to the shipbuilding output of the world generally during 1927.

The total output of the world last year was 802 vessels, representing 2,285,679 tons, or an increase of 610,702 tons over 1926. As compared with 1913, however, during which year the pre-war world's record production was reached, the 1927 figures still show a decrease of more than 1,000,000 tons.

The share of the United Kingdom in the 1927 launchings was, as might be expected, much more satisfactory than in the year of the great strike. In 1926 Great Britain and Ireland was responsible for 38.2 per cent and in 1927, 53.6 per cent. In 1925 the figure was 49.5 per cent.

At the same time, the total launchings in countries outside of the United Kingdom (1,059,806 tons) showed a slight increase over the previous year.

Comparing the total of the world's merchant fleets in 1914 with the latest available returns, Lloyd's point out that the latter figure (59,688,000 tons) is more than 17,000,000 tons greater than in 1914.

Concurrently, a remarkable change has taken place in the aggregate tonnage of certain types of vessels. For instance, oil tankers, which in 1914 totalled 1,479,000 tons, now amount to 5,916,000 tons; and motor ships, which before the war only reached 234,000 tons, now comprise 4,271,000. A transformation has also taken place in the relative use of coal and oil fuel for boilers. In 1914 the tonnage of steamers fitted for oil fuel was 1,310,000 tons; the 1927 figures show nearly 18,500,000 tons.

The tonnage launched in the leading shipbuilding countries in 1927 is shown in the following table, together with comparative statistics for 1926:—

	1926 Tons	1927 Tons
Great Britain and Ireland	639,568	1,225,873
Germany	180,548	289,622
United States	150,613	179,218
Holland	93,671	119,790
Italy	220,021	101,076
Denmark	72,108	72,038
Sweden	53,518	67,361
France	121,342	44,335
Japan	52,405	42,359

United Kingdom.—Launchings in the United Kingdom during 1927 amounted to 371 vessels of 1,225,873 tons, or 586,305 tons more than in 1926. Of this total, nearly 300,000 tons represent steamers fitted for burning oil fuel. The number of ships equipped with internal combustion engines is gradually increasing in relation to the total output. During the year 1927, 80 motorships, of 355,779 tons, were launched, which is equivalent to 41.1 per cent of the steam tonnage constructed. The largest motorship finished was the *Bermuda* (16,000 tons). The other big liners launched were turbine steamers, and included the *Duchess of Atholl* (21,500 tons), the *Orford* (20,000 tons), and the *Laurentic* (18,724 tons).

Germany.—In the year under review, 105 vessels, of 289,622 tons, were completed. This shows the substantial increase of 109,074 tons over 1926 and

represents more than 27 per cent of the total output outside of the United Kingdom during 1927, as compared with only 17½ per cent in 1926. The largest ship constructed in the world during the year was credited to Germany, namely the *Cap Arcona* (27,561 tons).

United States.—The output for the year (179,218 tons) is 28,605 tons greater than in 1926. Of the tonnage launched, 17 steamers and motorships of 82,754 tons, and 30 barges of 24,800 tons, were built on the Atlantic Coast; 8 steamers of 54,948 tons on the Great Lakes; and 11 vessels of 16,716 tons on the Pacific Coast. The largest ship finished during 1927 was the turbo-electric vessel *California*, of about 22,000 tons.

Holland.—In Holland also an expansion was recorded. The total construction (119,790 tons) is 26,119 tons higher than the 1926 figure. These returns do not include vessels destined for river navigation, which constitute a very important item to Dutch shipyards.

Italy.—Production fell away in Italy, the total (101,076 tons) being 118,945 tons lower than in the previous year, when the record output was attained. Eighteen vessels of 73,955 tons were launched in the Trieste district.

Denmark.—There is practically no change in the position in Denmark. Launchings aggregated 72,038 tons, which are composed mostly of motorships.

Sweden.—The output for 1927 (67,361 tons) is 13,843 tons more than for 1926, and is the highest ever recorded in Sweden. Nearly the whole of this total represents motorships.

France.—The total under construction (44,335 tons) is 77,027 tons lower than that for 1926, and is the lowest since 1919.

Japan.—In Japan also there was a considerable falling off, the output (42,359 tons) being 10,046 tons below that of the previous year, and the lowest recorded since 1910.

NEW ZEALAND PURCHASES OF SWINE FROM CANADA

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, January 13, 1928.—Under regulations issued by the Minister of Agriculture, the importation of swine into New Zealand is permitted only from countries which are officially recognized as free of swine fever and similar diseases. The trade in live animals is, of course, a small one and has been confined almost exclusively to small and irregular purchases of Australian-bred stock for breeding purposes. A rather interesting development, however, has been occasioned by the temporary prohibition of imports from Australia and the granting of permission to import swine from Canada under special license.

Numerous inquiries for information regarding the swine-breeding industry in Canada have been received in the office of the Trade Commissioner in Auckland and have already resulted in the shipment of several lots of pedigree stock from Canadian farms. The animals have been carried on the decks of cargo boats sailing from Vancouver, and, despite the five weeks' voyage and high temperatures of tropical latitudes, have arrived in excellent condition, and on release from a forty days' period of quarantine have elicited highly favourable comment from New Zealand live stock experts. Further orders are anticipated and purchasers report numerous requests for young stock and are optimistic regarding the results of forthcoming live stock exhibitions.

The introduction of Canadian strains comes at a most opportune time, since recent months have witnessed a marked revival in interest in the swine-

breeding industry. Should this be maintained, it will conceivably lead to further purchases of Canadian stock. The quality of the animals included in the original shipment has served to create an extremely favourable tendency on the part of local experts to add new blood of Canadian breeding.

At the present time there are estimated to be from 475,000 to 500,000 swine in New Zealand, the number on January 31, 1926, having been officially recorded as 472,534, while a census of live stock on January 31, 1924, showed the number at that time to comprise 101,179 pure Berkshire pigs, 7,228 of pure Yorkshire strain, 3,838 pure-bred animals of other types, and 294,797 cross-breeds. Approximately 75 per cent of the total number are on farms in the North Island, the Auckland district alone numbering over 40 per cent of the New Zealand total.

The swine-breeding industry in New Zealand depends almost entirely on the consumptive capacity of the local market. The difficulty of competing with the Danish industry for the United Kingdom trade is felt most seriously in the impracticability of the shipment of mild-cured bacon through the tropics and the loss of quality in freezing pork for carriage to such distant markets. A fairly general opinion on the present situation is that further experiments with types and both curing and sales methods will be necessary before a definite policy of production can be adopted. It cannot be said at the present time that the leading breeders look for any outstanding move towards the breeding of particular types. This must depend both on the success with which the different breeds may be maintained as an adjunct to the dairy farm and also on the developments in overseas markets for pork products.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Australian Manufacturers' Exhibition

Sydney, January 12, 1928.—An exhibition, organized by the Sydney Chamber of Manufacturers, was recently held at the Agricultural Showground, Sydney, for the purpose of illustrating the progress that has been made by the manufacturing industries of Australia. Several exhibitions have been held in recent years, but the one that has just been closed is easily the most ambitious of its kind yet held at Sydney. The machinery and other exhibits from 200 manufacturers were valued at £500,000. Many of the exhibitors went to considerable expense in transferring their machinery to the exhibition with the object of showing visitors manufacturing processes. The exhibition was open for nineteen days and, although seven of the days were wet, the management state that the attendance exceeded expectations.

The latest statistics available state that the manufacturing output of Australia for twelve months was £400,342,000, the value of land and buildings £96,536,000, and the value of plant and machinery £112,278,000. Total number of factories, 21,242; number of employees, 450,920.

Motor Trade of New South Wales

During 1927 new motor vehicles were registered in New South Wales at the rate of 735 per week, making a total of 38,326. The registration of old and second-hand vehicles by new owners increased the total to 52,219, and the weekly average to more than 1,000. Motor cycles, motor buses, motor vans, and taxicabs increased the number to 62,806 vehicles, or more than 1,200 per week. The report of the Commissioner for Police for 1926 showed that 157,510 motor

vehicles of all descriptions were registered in the State. Allowing for a certain proportion of retirements, the figures at the end of 1927 were probably 200,000.

It is estimated the total number of vehicles, motor-driven, now in the State is 182,232, of which 127,276 are motor cars, 28,308 motor lorries, the balance being motor cycles.

New Regulations Regarding Passengers' Luggage Entering Australia

New Customs regulations, requiring a declaration of their dutiable luggage from overseas passengers arriving at Sydney, came into force in the New Year. In the past Customs officials demanded from new arrivals merely an oral declaration of the dutiable goods in their possession, and it is stated that the system was considerably abused. The new regulations are expected to bring in considerable additional revenue to the Customs. Declaration forms are now sent in advance to oversea passenger vessels approaching Australian ports, and are to be filled in by passengers whilst at sea. On arrival the declarations are to be made before a Customs officer, after which the luggage will be carefully examined.

Sydney Wool Sales

After the usual recess of a fortnight at Christmas, wool auctions were resumed last week. Considerable interest was taken in the opening sales owing to the fact that there is practically half a season's clip to dispose of, and the saleroom was crowded. It was early seen that the market had in no way suffered during the recess, for a strong general demand ruled and every individual section of buyers gave its measure of support.

The Japanese section was again most prominent and bought quite as freely as at any previous point of the season. There was also strong support from Germany, and at times quite strong Russian buying. Yorkshire was bidding freely throughout, and French and North American buyers took suitable wools. The market showed no change on the December closing rates, and values generally were firmly maintained at late levels. Skirting and lambswool were in particularly strong request, and comebacks and crossbreds faced a very keen demand and sold quite up to the best point of the season. Clearances on the whole were very satisfactory.

This will be a month of strenuous selling. Sales take place on four days of the week, with a daily quota of 11,000 bales, and sales run on until February 1. Then come the Brisbane sales for a fortnight, and on resuming sales at Sydney, 10,000 bales per day will be offered until supplies are practically exhausted about the middle of March. So far 546,359 bales have been sold and there are at present in store 492,621 bales.

Oil Exploration in Queensland, Australia

The Commonwealth Geological Adviser has recently issued a report regarding the supposed oil formations at Roma, in Queensland, and guarded optimism is the note struck by him. Investigations show that the reported discovery of oil was of great importance, but it does not follow that the long-expected discovery of petroleum in commercially important quantities will soon be an accomplished fact. From one bore 600,000 cubic feet of gas could be extracted, each cubic foot of which by suitable means would produce 1.2 pints of petrol. The company has, however, refrained from doing this and has wisely taken steps to sink deeper and farther afield for crude oil. The product of the Roma bore is what is technically known as a filtered product, the filtration and refining having been carried out in nature's own laboratory. The true significance of the Roma discovery lies in the fact that evidence has now been obtained of the formation in past ages of natural petroleums.

SOUTH AFRICAN ECONOMIC CONDITIONS

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, January 13, 1928.—Economic conditions in the Union during the last quarter of 1927 have shown a fair improvement in all the large centres with the exception of Port Elizabeth. The effect of the excellent maize crop of 1927 is beginning to be felt and business interests are optimistic that the first quarter of 1928 will show still further improvement. Prospects for another good maize crop, helped considerably by recent excellent rains and good growing weather, are very good. The outstanding event of the New Year was the breaking of the long-protracted drought in all but a few isolated districts. In some districts it was signalled by cloudbursts and floods, which caused a certain loss of life and considerable damage, but the general effect is one of intense relief. In the Eastern and Midland districts of Cape Province the shortage of water has been so marked that it has dislocated the train services, and in Port Elizabeth both industrial and domestic users of water have been placed on rations. In the railway yards shunting operations have had to be suspended for portions of the day and factories are running part time only. The result has been a marked restriction of trade and some unemployment. A further source of concern is the ultimate effect of the drought on the potentialities of the districts affected, as traffic, which under ordinary circumstances would be available for transport at a later date, may not materialize if the drought continues. The breaking of the drought in the great majority of the other centres, however, is taken as a good omen of future rains in the districts still affected.

Maize and wool are the two crops of most importance to the South African farmer, and in considering the future buying power of the agricultural community, the importance of the excellent 1927 maize crop cannot be over-estimated. The following extract from the *Railways and Harbours Magazine* summarizes the position as compared to 1926. (One bag of maize contains 200 pounds; wheat, 200 pounds; barley, 150 pounds; oats, 150 pounds.)

According to the preliminary results of the Agricultural Census, furnished by the Director of Census, the total production of maize for the Union during 1927 represents 18,216,184 bags. This figure has been arrived at from over 98 per cent of the returns of all districts excepting the Native Reserves and Locations in Natal, regarding which, the Director states, sufficient information to make a direct estimate from the returns was not available, but as an estimate of production from these sources, a total of 500,000 bags has been accepted, while an estimate has also been included for the 2 per cent of other outstanding returns. In comparison with the 1926 production, the 1927 crop represents an increase of 7,300,000 bags or 67 per cent, and is, in fact, the third greatest crop on record, being only surpassed in 1925 and 1923. The position at the present time as indicated by the Director of Census will be gauged from the following calculation:—

	Bags
Production, 1927	18,216,000
Average annual consumption	11,016,000
Surplus	7,200,000
Exported from June to December 3, 1927	3,374,443
On hand or in transit to ports on December 3, 1927	687,100
Net surplus at date	3,138,457

Two points require to be noted in connection with the above figures: firstly, the exports include all maize and maize products; and, secondly, the amount of the carry-over from the previous season's crop is not included in the above figures, partly because it is not known and partly because there will, as is the case each year, be a carry-over at the end of 1927, which is taken to balance it.

The following extract from the *Tender Journal* gives a summary of the other grain crops for the year:—

The following is the preliminary estimate of the season's yield of wheat, oats, and barley in the Union, based on the crop correspondents' reports of November, 1927: wheat,

2,184,653 bags; oats, 1,333,385 bags; and barley, 299,221 bags. In comparison with last year the total production of wheat shows a decrease of 20 per cent, oats an increase of 1 per cent, and barley a decrease of 23 per cent. If compared, however, with the five-yearly census averaging 1920-23 to 1924-25, the total production of wheat this season shows an increase of 2 per cent, oats an increase of 1 per cent, and barley a decrease of 17 per cent.

During the period January-November, 1927, the overseas trade of the Union was as follows, compared with the same period in 1926: imports, 1927, £66,893,000; 1926, £67,093,000; exports (including specie), 1927, £82,456,000; 1926, £75,009,000. The figures in 1927 are estimated only.

About £1,000,000 of both imports and exports is represented by Rhodesian gold, and on deducting these amounts it is apparent that the visible balance of trade is more favourable to the Union by £7,500,000 in 1927 compared with 1926.

Over the same period the export of gold from the Transvaal mines amounted to 9,279,405 fine ounces valued at £39,416,408 compared with 9,126,695 fine ounces valued at £38,767,737, an increase of 152,710 fine ounces and £648,671.

Since April 1, the beginning of the fiscal year, the total earnings of the railways amount to £17,009,020, as compared with £16,226,168 for the same period last year, an increase of £782,852. This demonstrates improved conditions of trade in the Union, although it will be some time before trade returns to normal on account of the drought.

MACHINERY FOR SOUTH AFRICA AND RHODESIA

Canadian manufacturers of machinery who are interested in marketing in the Union of South Africa and Rhodesia, particularly on the basis of obtaining agencies or sole distribution rights, are advised that the Director of a firm in Johannesburg, which holds European, Canadian and American agencies, is about to arrive in Canada. The firm are interested in machinery of almost every type, but particularly in the following:—

Threshing machinery, mainly combined thresher-reapers; road machinery of all types; auto trailers; dump trailers; windmills, etc.; well-drilling machinery; pasteurizing and dairy machinery; oil engines; high-pressure water tube boilers and various other lines.

Canadian manufacturers interested are requested to communicate with the Department of Trade and Commerce, Ottawa, without delay (quoting file No. 24104).

COMMERCIAL AND ECONOMIC CONDITIONS IN INDIA

TRADE COMMISSIONER H. R. POUSSETTE

Calcutta, January 19, 1928.—Taken as a whole India is in a prosperous condition. The foreign trade of the country for the first seven months of the present financial year shows a satisfactory improvement in both imports and exports. For the period mentioned the total exports, which include re-exports, were valued at Rs.181,00,00,000, or approximately \$650,000,000, 4 per cent in excess over the same period of the previous year. The total imports for the first seven months of the present financial year were valued at Rs.144,00,00,000, or approximately \$540,000,000, an increase of 6 per cent.

While 1927 has not been an altogether satisfactory year for various reasons, it is expected that business during 1928 will show considerable improvement. There appears to be an atmosphere of conservative optimism which it is believed will be found to be justified at the end of the twelve months. While political conditions are somewhat unsettled owing to the controversy which has been taking place in regard to the Statutory Commission, recently appointed to take

evidence in India and report to the British Parliament on any amendments that may be considered advisable in the present system of government, nevertheless it is believed that this will not have an unduly disturbing effect.

The gross earnings of the principal State-owned railways for the first nine months of the present financial year amounted to 74.75 crores of rupees, or approximately \$270,000,000, an increase of approximately \$12,000,000 over the corresponding period of the previous year. From April 1 to December 31, 1927, on broad-gauge lines 202,742 wagons were loaded in excess of the same period of 1926, and on the metre gauge the excess was 87,000.

A further indication of India's prosperous economic condition is the success which has attended the flotation of a Government of India loan of £7,500,000 which was opened in London a few days ago. The full amount of the loan was very quickly subscribed, and according to this morning's cable it is already commanding a small premium. The issue price of the loan was £91 10s. per cent. The loan is to bear interest at the rate of 4½ per cent per annum, and any outstanding amounts will be repaid at par on June 1, 1968.

The proceeds of this loan are to be used to provide funds for capital expenditure on Indian railways and also to repay some Government of India bills which will shortly be maturing.

ECONOMIC CONDITIONS IN GRENADA IN 1927

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, January 30, 1928.—The Governor of Grenada, on January 6, 1928, in presenting to the Legislative Council the estimates of revenue and expenditure for the current year, reviewed briefly the financial and economic position of the colony during 1927. He stated that the high market prices of the principal crops of the island—cocoa, nutmegs, and mace—which prevailed during 1925 and 1926 continued in 1927 almost up to its close. The crops were satisfactory in volume, that of nutmegs showing a uniformly steady production, while cocoa shipments in the crop year ended September 30, 1927, amounted to 54,296 bags (180 pounds) as compared with 47,857 bags in the same period of the preceding year.

The effect of these satisfactory conditions was apparent in the revenue of the year. Customs duties by the end of the year were expected to yield £79,660 as compared with actual receipts of £73,530 in 1926. The revenue from import duties was expected to be greater than 1926 by £3,889, mainly on account of the greater purchasing power of the people. Business houses were reported to have increased their stocks in order to meet a tendency towards greater expenditure on what might be termed luxuries rather than necessities, such as motor cars of higher grade than formerly imported, apparel, imported foodstuffs, spirits, and cigarettes. The revenue from export duties was expected to be greater on account of the larger crop, while internal revenue would be higher in consequence of great consumption of rum and increased yield from licences on vehicles, including motor cars.

The total revenue for 1927 was estimated conservatively at £128,134, and the revised revenue is now estimated at £149,412, or £21,278 over the approved estimate. The ordinary expenditure is expected to amount to about £433,337, or £5,376 more than the estimate. This increase is on account of the execution of several important works of improvement that could only be undertaken with the knowledge that there would be a considerable surplus of revenue on the year's working. Taking all these considerations into account, it is expected that the year will show a surplus of approximately £16,000.

Dealing with the estimates for 1928, the revenue is placed at £134,475 and the estimate of ordinary expenditure at £133,476.

The imports for the ten months (January to October, 1927) amounted in value to £313,150 as against £290,297 in the corresponding period of the preceding year. The principal items and the variations from last year may be seen from the following table:—

	1926		1927	
	Quantity	Value	Quantity	Value
Flour	4,285,242	£38,758	4,774,053	£39,319
Cotton piece goods	1,240,294	32,641	1,105,906	27,000
Fish, dried	800,167	11,524	994,928	12,158
Sugar, unrefined	1,015,254	7,029	1,390,583	11,613
Rice	959,034	8,284	1,244,893	9,979
Kerosene oil	70,139	5,424	83,829	6,538
Boots, etc.	2,080	5,918	2,427	6,306
Bread, etc.	188,403	4,719	221,776	5,203
Meat, salted	155,758	4,533	153,180	4,342
Sugar, refined	307,714	2,733	372,006	3,767
Butter	34,039	3,113	44,225	3,719
Apparel . . . . .	.....	3,795	.....	3,292
Cotton seed oil	9,771	3,111	10,449	3,268
Oats	348,790	1,934	404,720	2,405
Tobacco, unmanufactured.	40,166	1,796	44,017	1,937

The most noteworthy change is the increase in importations of unrefined sugar, the quantity imported having risen from 1,015,254 pounds to 1,390,583 pounds, and the value rising from £7,029 to £11,613. In regard to value, it took the fourth place in the scale of imports.

The revised revenue from specific duties is much more than the approved estimate (£46,000 as compared with £38,500). Several causes have contributed to this. There has been a greatly increased importation of raw sugar (1,390,583 pounds up to October 31 as against 1,015,254 pounds in the corresponding period of the previous year), owing to adverse weather conditions, and there has been a greater importation of spirits and cigarettes. These three factors account for more than half of the increase. Taking into account the actual specific imports of 1926 (£40,778), and in the expectation of reduced expenditure in 1928 on what may be termed luxuries, an estimate of £40,000 from specific duties (an increase of £1,500 over the approved estimate of 1927) is not considered out of place.

The yield from export duties varies according to market prices and volume of crops, and the estimate of £10,000 in 1928 represents medium conditions of both prices and crops.

BRITISH GUIANA PRELIMINARY TRADE FIGURES, 1927

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, February 6, 1928.—While complete trade statistics to December 31, 1927, are not available, yet figures compiled by the Georgetown Chamber of Commerce serve to give a hint as to the trend of trade during the past year.

Exports for 1927 are given as \$15,629,000, as against \$12,235,000 in 1926 and \$14,217,000 in 1925. Exports to the United Kingdom during the year just closed are estimated at \$5,130,000; to other Empire countries (principally Canada and the British West Indies), \$6,690,000; and to foreign countries \$3,800,000. Approximately 75.6 per cent of the exports were to Empire countries, as compared with 76.6 per cent the previous year and 78.6 per cent in 1925. The reduced percentages are attributed to large shipments of diamonds to the Continent.

Principal increases in exports were: sugar, 24,956 tons more than in 1926 at an increased value of \$2,737,304, molasses, rice, balata, and diamonds. In 1926 rice exports amounted to 6,526,452 pounds valued at \$218,147, while in

1927 they amounted to 25,752,301 pounds valued at \$723,863. Diamonds occupy second place in the colony's exports. In 1926 exports were 145,098 carats valued at \$3,300,952, and in 1927 they amounted to 180,678 carats valued at \$3,614,938.

Figures covering imports are far from complete, but the Chamber's records show that imports were valued at \$10,039,000 or about \$500,000 less than in 1926, and \$1,234,000 less than in the previous year. The final figure for 1927, based on those of 1926 and 1925, is estimated at \$12,250,000. Of these imports, \$5,125,000 are credited to the United Kingdom, \$2,935,090 to other Empire countries (chiefly Canada and British West Indies), and \$1,976,000 to foreign countries.

Empire trade appears to be holding its own. Imports from such sources formed 80.3 per cent of the trade as against 78.8 and 79.6 per cent in 1926 and 1925 respectively.

The increase of exports and the decrease in imports in 1927 over 1926 indicates a balance of trade in favour of the colony, yet local conditions seem much less favourable than in the previous year.

PROPOSED NEW TAXATION IN BRITISH GUIANA

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, February 6, 1928.—In an endeavour to meet the deficit in the revenue of the colony which now amounts to approximately \$1,121,561, further taxation has been proposed by the Colonial Treasurer.

As well as an income tax it has been proposed to the Combined Court for consideration that a tax of 16 cents be levied on every package not exceeding 3 cubic feet and 24 cents on every other package brought into the colony otherwise than by post. Every package received by post the value of the contents of which exceeds \$10 to pay 12 cents. This tax is estimated to yield \$165,000.

INCREASED SALES OF MUSICAL INSTRUMENTS IN TRINIDAD

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, January 23, 1928.—During 1926 a total of fifty-four pianos and organs, principally pianos, valued at £2,623, was imported into Trinidad. Of this number Canada supplied ten, while double that number were from the United States, twelve from the United Kingdom, eleven from Germany, and one from France.

As yet no figures are available for 1927, but one firm in Port of Spain from February to December imported twenty-one instruments (eleven pianos and ten player-pianos) from Canadian sources. To this number should be added another six, making a total of twenty-seven instruments purchased from Canada during the year, so that when the official trade figures are published Canada should hold first place in the returns.

Provided a manufacturer has the proper type of representative—one who is aggressive enough to go after the business—Canadian-made instruments will find a ready sale. Previously English and German instruments together with certain United States products held the market, but Canadian makers have demonstrated that they are now able to compete in price, quality, and deliveries. One Canadian manufacturer who had not sold more than six pianos in a year in Trinidad previous to 1927, on placing his business in the hands of an aggressive agent sold the same number of instruments in less than as many months.

Moreover, this agent was able to secure orders for an equal number of player-pianos, which the Canadian manufacturer had never before sold in this colony. The greatest care, however, should be taken in choosing an agent. On no account should goods be sent on consignment. Until credit standing is thoroughly proven to be satisfactory, terms should be sight draft, documents on acceptance, and if considered worthy of credit fifteen to thirty days should be sufficient for any agent who means business.

PIANOS AND PLAYER-PIANOS

Due to climatic conditions and the inroads of insects on practically all woods, the construction of pianos should be such as to withstand dampness, quick changes in temperature, and boring insects. Veneered cases are inclined to warp, so that a solid case of some such wood as gum-wood has proven very satisfactory, though there is a demand for the ordinary veneered cases which are sometimes bolted as well as glued to prevent drawing apart. All felts and celluloid keys are tacked as well as glued, the celluloid usually being one piece. Metal parts should be heavily plated in order to guard against oxidation. The essential point to bear in mind is that the piano, a delicate instrument, is to be subjected to a very humid hot atmosphere.

Styles of pianos demanded are the upright in the small models, in height 3 feet 4 inches, to the slightly larger model, standing 4 feet 4 inches; other measurements in proportion. Prices f.o.b. seaboard usually range from \$300 for the larger-sized player-piano to \$155 for the small-type instrument. Ivory keys if ordered are extra, as well as packing charges. Canadian manufacturers should be in a position to control this trade throughout these colonies, as musical instrument dealers have stated that Canadian-made pianos are equal to, if not better than, United Kingdom and German instruments in both tonal qualities and workmanship; that those which have been sold are built to withstand tropical conditions; and that the price is competitive. Freight rates via Canadian ports are in favour of the Canadian manufacturer.

PHONOGRAPHS AND RECORDS

All the well-known makes such as Victor, Columbia, and Brunswick are sold in large numbers throughout the colonies, but as in the case of pianos, several independent Canadian manufacturers of phonographs have been prevailed upon to try out the market with fair results.

A demand exists in the country districts for a cheap machine with good tonal qualities, built on the lines of the higher-priced models. Console models are preferred, and as with pianos, particular stress must be placed upon the material used in manufacturing the cases. Humidity of the climate must be taken into consideration, as one of the chief faults found with the instruments already shipped has been the drawing apart of the case at the joints. Metal parts must be heavily plated to prevent rusting, and particular care should be exercised in packing. Landed costs Port of Spain average \$63 per instrument.

There is also a steady demand for phonograph records, principally dance music. Price is the essential for large sales. Some of the independent manufacturers have already secured a firm footing.

It is also highly desirable, in order to introduce new lines, that the agent be assisted with an abundance of attractive advertising material.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, February 1, 1928.—By a decree made public on January 24, the presidential term of office has been extended to a period of six years, instead of four years as provided by the Constitution of 1917. It is further provided that neither the President nor the acting President (if such be appointed) can be elected for the next succeeding term. This decree settles a question which has been the subject of frequent discussion in Mexico during the past year, and appears to remove any chance of further political disturbances on account of elections in the immediate future.

The production of petroleum continues to decrease, the output for the first ten months of 1927 having been 54,471,125 barrels, as compared with 80,561,062 barrels during the corresponding period of 1926. The production for the month of October, 1927, was 4,932,096 barrels, as compared with 6,841,419 during October, 1926. Estimates issued by the Government state that the total production for the year is expected to be little, if any, in excess of 64,000,000 barrels, which compares with previous years as follows: 1921, 193,398,000; 1922, 182,278,000; 1923, 149,585,000; 1924, 139,497,000; 1925, 115,515,000; 1926, 90,421,000. This marks a decrease of over two-thirds in six years. This reduction is attributed by Government officials to the policy adopted by the producing companies, which has resulted in the maintenance of a lower level of production than normally should be the case in view of the potential capacity of the Mexican fields. The number of new wells "brought in" during the year was 198, distributed by months as follows: January, 22; February, 20; March, 31; April, 33; May, 25; June, 20; July, 13; August, 9; September, 12; October, 6; November, 7. These figures indicate decreasing efforts at exploitation, and a probable further reduction in output in the future: in fact, it appears that Mexico has now lost the position which she formerly held as the second largest oil producer in the world, being exceeded not only by the United States but also by Russia, with a possibility of being outstripped by Venezuela in a short period of time.

The budget estimates for the year 1928 have been presented to Congress. These provide for an income (based on the revenue of the previous year) of 290 millions of pesos, and an expenditure of approximately the same amount; the estimated expenditure, however, provides only 32,500,000 pesos for the service of the public debt, against a sum of 117,762,680 pesos due for interest and amortization. It is obvious therefore that a new convention must be made with the representatives of the bondholders, and negotiations are at present taking place with this object in view.

Exchange on New York has varied during the month between 48.50 and 48.45; silver has improved, opening on the first at 5.25 per cent discount and closing at 4.60.

MR. LANGLEY'S ITINERARY IN ONTARIO

Mr. James A. Langley, Canadian Trade Commissioner to Japan, who is undertaking a tour of the Dominion in the interests of Canadian trade with that country, is about to begin his visit to Ontario. The following are the dates of his itinerary:—

Toronto.. . . .	February 15 to March 3	Brantford	March 20
Hamilton	March 5 to March 9	Guelph	March 21 and March 22
Windsor.. . . .	March 12	Niagara Falls	March 23
Sarnia	March 13	St. Catharines	March 26
London	March 14 and March 15	Welland	March 27
Kitchener	March 16	Woodstock.. . . .	March 28
Galt.. . . .	March 19		

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND FOUR MONTHS ENDED JANUARY 1921, 1922, 1927 and 1928; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of January					Four Months ended January				United States Tariff Rates in force		
	1921	1922	1927	1928	1921	1922	1927	1928	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922	
Animals (except for improvement of Stock)—												
Cattle..... No.	11,166	4,188	9,940	10,268	164,437	104,363	65,911	150,665	Free	30 p.c.	(a)	
Horses..... No.	807,290	117,490	333,913	518,698	12,546,168	1,923,508	2,162,589	8,002,185	Free	10 p.c.	(b)	
Poultry..... No.	40,324	60,770	3,425	1,965	247,864	171,687	19,457	30,995	10 p.c.	1c. per lb.		
Sheep..... No.	48,171	39,350	57,671	39,055	591,497	529,556	507,418	420,996	1c. per lb.	3c. per lb.		
Fruits—												
Apples, green or ripe..... Brl.	888	5,199	6,005	1,964	11,011	392,360	18,106	50,195	Free	(c)	\$2 per head	
Apples, dried..... I.b.	5,619	15,874	33,971	11,873	53,822	1,999,479	94,952	250,551	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.	
Berries fresh..... Lb.	1,980	8,953	37,000	1,060	25,525	73,342	1,555,238	1,028,583	1c. per lb.	1c. per lb.	2c. per lb.	
Grains—												
Barley..... Bush.	696	1,351	86	1,915	128	1,351	3,781	13,182	3c. per qt.	3c. per qt.	1½c. per lb.	
Beans..... Bush.	2,053	633	671	1,208	1,053	3,267	1,091	7,975	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.	
Buckwheat..... Bush.	56,314	14,718	4,110	16,901	4,017	9,611	4,596	20,151	25c. bu. 60 lb.	2c. lb.	1½c. lb.	
Oats..... Bush.	63,207	11,952	3,425	2,590	135,159	68,082	22,144	6,412	Free	Free	10c. per 100 lb.	
Peas, whole..... Bush.	111,134	185,946	30,734	167,784	899,228	1,015,534	276,851	413,321	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.	
Peas, split..... Bush.	62,703	12,220	9,051	11,837	22,509	68,259	38,022	66,507	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.	
Rye..... Bush.	14,424	2,895	.....	30,560	138,752	211,271	85,112	128,491	20c. bu. 60 lb.	20c. bu. 60 lb.	1½c. lb.	
Wheat..... Bush.	4,049,702	4,658	37,804	2,420	258,059	74,521	2,623	1,529	Free	Free	15c. bu. 56 lb.	
Wheat Flour..... Brl.	1,630,537	313,214	2,553	17,870	7,353,838	1,734,931	21,662	27,639	Free	35c. per bush.	42c. bu. 60 lb.	
Meats—												
Bacon, hams, shoulders and sides..... Cwt.	124	131	3,611	4,263	1,082	481	10,661	17,452	Free	20 p.c.	1-04 p. 100 lb.	
Beef, fresh, chilled or frozen..... Cwt.	6,106	3,876	111,505	138,037	44,927	15,096	351,008	582,311	Free	25 p.c.	2c. per lb.	
..... Cwt.	20,977	3,240	8,914	24,331	119,291	98,406	42,448	237,358	Free	2c. per lb.	3c. p. lb. (g)	
..... Cwt.	320,784	33,131	94,384	301,160	1,734,363	1,035,756	492,712	3,018,401	Free	2c. per lb.		

Mutton and lamb, fresh, chilled or frozen.....	883 22,506 17,916	4,952 95,404 1,127 20,007	64 1,331 2,074 38,729	6 151 2,074 38,729	39,955 836,861 4,155 87,929	49,769 836,861 3,603 87,929	10,333 207,731 45,907 873,549	Free Free Free Free	2c. per lb. 2c. per lb. 2c. per lb. 2c. per lb.	(h) 4c. per lb. 2c. per lb. 6c. per lb.
Pork, fresh, chilled or frozen.....	17,916	20,007	38,729	38,729	154,035	154,035	1,204,435	Free	2c. per lb.	2c. per lb.
Pork, dry-salted and pickled.....	17,916	20,007	38,729	38,729	154,035	154,035	1,204,435	Free	2c. per lb.	2c. per lb.
Poultry dressed or undressed.....	75,570	52,757	1,800	1,800	9,795	9,795	180,785	Free	2c. per lb.	2c. per lb.
Other meats, including canned meats, but excluding extracts.....	15,797	3,831	55,429	55,429	434,822	664,270	318,073	Free	2c. per lb.	2c. per lb.
Milk and milk products—										
Butter.....	38,395	185,828	14,100	2,700	7,786	3,869	30,955	Free	25 p.c.	20 p.c.
Cheese.....	18,928	68,457	5,039	1,087	122,083	38,498	345,423	Free	25 p.c.	20 p.c.
Cream.....	2,504	13,826	156,485	771,400	100,510	2,579,465	10,676,300	Free	2c. per lb.	6c. per lb.
Milk, fresh.....	21,057	17,603	61,439	219,200	2,855,035	88,257	2,847,200	Free	2c. per lb.	1c.—3c. lb.
Milk, condensed, evaporated, and milk powder.....	47,019	9,007	67,555	15,890	454,659	16,884	287,338	Free	2c. per lb.	1c.—3c. lb.
Seeds—										
Clover seed, alsike.....	127,027	109,199	225,443	13,690	18,543	51,951	26,735	Free	Free	4c. per lb.
Clover seed, alfalfa and red.....	9,428	5,013	163,955	23,008	5,128	8,901	529,051	Free	Free	4c. per lb.
Clover seed, other.....	3,403	5,013	163,955	23,008	5,128	8,901	529,051	Free	Free	4c. per lb.
Flaxseed.....	19,028	12,014	100,203	25,480	29,711	28,053	320,529	Free	Free	(l)
Grass seed.....	127,013	6,468	4,202	50	1,350,459	1,182,804	325,057	Free	30c. bu. 56 lb.	40c. bu. 56 lb.
Vegetables—										
Potatoes.....	229,421	213,823	454,321	340,839	1,328,360	555,785	3,418,505	Free	25c. bu. 60 lb.	50c. per 100 lb.
Sugar beets.....	174,013	149,217	411,900	238,328	1,190,195	478,983	3,028,873	Free	25c. bu. 60 lb.	50c. per 100 lb.
Turnips.....	18,511	1,140	23,332	18,063	103,175	60,181	395,965	5 p.c.	5 p.c.	80c. ton 2,240 lb.
Miscellaneous Products—										
Eggs.....	255,612	229,449	362,417	412,557	1,316,331	1,316,331	1,516,334	15 p.c.	15 p.c.	12c. per 100 lb.
Hay.....	66,973	60,678	115,038	103,840	319,822	351,325	482,890	Free	Free	8c. per doz.
Maple sugar.....	18,460	245	92	14,250	132,938	110,227	35,601	Free	Free	8c. per doz.
Tallow.....	10,702	245	92	14,250	132,938	110,227	35,601	Free	Free	8c. per doz.
Wool.....	151,709	4,198	202,708	53,338	811,890	1,190,8	856,869	Free	\$2 ton 2,240 lb.	\$4 ton 2,240 lb.
Wool.....	176,708	119,566	3,121	4,732	906,875	1,013,502	324,987	Free	3c. per lb.	4c. per lb.
Wool.....	39,120	8,026	1,268	5,880	226,842	73,244	67,367	Free	Free	3c. per lb.
Wool.....	1,035	2,068	2,367	47,729	45,042	45,042	37,123	Free	Free	3c. per lb.
Wool.....	5,921	11,848	337,089	439,897	4,564,601	107,455	1,796,239	Free	Free	3c. per lb.
Wool.....	1,544,362	354,757	100,479	150,054	1,101,441	10,614	514,747	Free	(m)	(m)
Total value of above commodities.....	12,655,257	1,801,324	3,348,574	2,869,861	108,346,714	27,377,430	27,613,954	30,701,862		

(a) Cattle weighing less than 1,050 pounds, 14c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, to September 21, 1922, free, if wheat products but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 7½% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2c. per lb.; lamb, fresh, 4c. per lb. (i) Prior, to April 5, 1926, 8 cents per lb. (j) Cheese, 5c. per lb. but not less than 25 per cent. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Clover seed, crimson, 1c. per lb., white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

FOREIGN TRADE OF THE UNITED STATES IN 1927

TRADE COMMISSIONER FREDERIC HUDD

New York City, February 14, 1928.—The exports of the United States in 1927 reached a total value of \$4,864,805,773, as compared with \$4,808,660,235 in 1926, an increase of \$56,000,000. The value of imports showed a decrease of \$246,000,000: \$4,184,378,182 in 1927 as compared with \$4,430,888,366 in 1926. Thus the favourable balance of the foreign trade of the United States in 1927 was \$680,427,000, as compared with a favourable balance of \$377,772,000 in 1926.

The United States Department of Commerce reports that the growth in the volume of exports was larger than in any other recent year, this growth not being reflected entirely in the total of values, as there was a sharp decline in the average of world prices which, according to the report referred to, caused a decrease of from 8 to 10 per cent in the average prices received for United States commodities exported. There was almost as large a decrease in the average prices paid for imports.

The following table indicates the value of exports and imports of the United States in 1927 and 1926 respectively:—

Grand Divisions	Exports		Imports	
	1927 \$1,000	1926 \$1,000	1927 \$1,000	1926 \$1,000
Europe.. . . .	2,313,762	2,310,143	1,276,246	1,285,862
North America	1,252,407	1,176,482	985,455	1,011,569
South America	437,946	443,507	517,997	567,578
Asia	559,656	564,542	1,256,982	1,400,700
*Oceania	193,716	212,705	54,530	68,355
Africa.. . . .	107,315	101,278	93,255	96,420
Total.. . . .	4,864,805	4,808,660	4,184,378	4,430,888

* Includes Australia and New Zealand.

It will be noted that the value of exports to Europe, North America and Africa increased in 1927, as compared with 1926, while shipments to South America, Oceania and Asia decreased. The value of imports from all the grand divisions was lower in 1927 than in the previous year.

The value of exports to all countries increased, with the exception of the exports to the United Kingdom, France, Italy, Norway, Mexico, Cuba, Brazil, Chile, Colombia, Peru, Venezuela, China, Japan, Australia, and New Zealand. The value of exports to these countries in 1927 showed varying decreases, as compared with 1926. The most notable increases in the value of exports occurred in the case of exports to Canada and Germany. United States exports to Canada in 1927 had a value of \$835,878,000, as compared with \$738,567,000 in 1926. Exports to Germany rose to a value of \$481,580,000 in 1927, as compared with \$364,161,000 in 1926.

Of the total exports, finished manufactures comprised 41.6 per cent; crude materials, 25.1 per cent; crude foodstuffs, 8.8 per cent; manufactured foodstuffs, 9.7 per cent; and semi-manufactured goods, 14.7 per cent. Reports of the Department of Commerce indicate that the principal changes in the composition of the export trade were increases in shipments of crude foodstuffs (largely grains) and semi-manufactured articles, and decreases in exports of crude materials and manufactured foodstuffs.

There were increases in the values of imports from Czechoslovakia, France, Germany, Greece, Italy, Sweden, Switzerland, Cuba, Dominican Republic, Argentina, Venezuela, China, Japan, and the Philippine Islands. The value of imports from all other countries decreased. Of the total imports, finished manufactures comprised 21.0 per cent; crude materials, 38.3; crude food-

stuffs, 12.1; manufactured foodstuffs, 10.8; and semi-manufactures, 17.9. A decrease in the value of imports of crude materials is largely ascribed by the Department of Commerce to the lower prices of rubber. There were also decreases in the average import prices of raw silk, wool and unmanufactured cotton, as well as a moderate reduction in the quantity of wool imports. A decline in value of crude foodstuffs resulted chiefly from a reduction in both the quantity and value of imports of coffee. A pronounced advance in sugar prices resulted in a considerable increase in the total value of imports of manufactured food.

Gold imports were slightly smaller in 1927 than in 1926, and there was a substantial increase in gold exports, so that the net import of gold was only \$6,000,000 as compared with \$98,000,000 in 1926. There were decreases in both exports and imports of silver, although the excess of exports, which amounted to more than \$20,000,000, shows little change from the 1926 figure.

CANNED FRUITS AND VEGETABLES EXPORT POSSIBILITIES

TRADE COMMISSIONER FREDERIC HUDD

New York City, February 18, 1928.—Of the many channels through which Canadian goods are finding a wider market in other countries, the indent or commission house in New York is not the least important. Special attention has lately been given to the problem of developing through these agencies a larger market for Canadian canned fruits and vegetables, and in this line the Canadian canner is in direct competition with one of the most highly specialized industries in the United States. There are 2,403 establishments engaged in canning fruits and vegetables in the United States, the products of which are distributed by brokers and wholesale grocers and exported through export departments of the canning companies themselves rather than through indent houses. The consumption of canned goods in the United States is on an immense scale and production is correspondingly great. The surplus production, which amounts to from 20 to 25 per cent of the total, is so substantial that the larger firms find it to their advantage to maintain branch offices in the various countries to which they export. Because of over-production during the last few years, the United States canner is now being asked to curtail his output. Recent price-cutting in the domestic market has aroused the National Canners' Association, and the members of the organization have been urged to consider the problem of over-production. With a slowing up of production and a diminished surplus, the future export possibilities of Canadian lines should improve. Particular attention must be paid to grading and the packing of containers with whole firm fruit or vegetables of uniform size and quality.

Canned fruits and vegetables for the most part bear trade names or are brands of guaranteed grade. So widely advertised is this industry that a National Canned Foods week takes place annually, backed by the National Wholesale Grocers' Association. During this period every retailer of canned goods is enlisted in a campaign designed to interest the public in canned goods. The Canners' Convention held in Chicago is considered the most important trade event of its kind. Canners, wholesale grocers, brokers, retailers and exporters associate there.

UNITED STATES EXPORTS OF CANNED GOODS

Exports of canned fruits and vegetables from the United States in 1927, as compared with 1926, were as follows:—

<i>Vegetables—</i>	1927	1926
Asparagus Lb.	15,363,812	12,289,591
	\$ 2,259,512	1,869,608
Beans Lb.	14,426,556	16,376,846
	\$ 1,224,116	1,255,583

UNITED STATES EXPORTS OF CANNED GOODS—*Concluded*

<i>Vegetables—Con.</i>		1927	1926
Corn	Lb.	5,016,665	4,313,284
	\$	362,001	353,661
Peas	Lb.	6,108,704	4,349,033
	\$	523,504	388,737
Soups	Lb.	23,695,249	22,341,954
	\$	2,163,775	2,074,652
Tomatoes	Lb.	6,330,692	7,265,609
	\$	382,107	472,995
Other canned vegetables	Lb.	9,904,621	4,411,154
	\$	572,418	333,555
Total vegetables	Lb.	80,846,299	71,347,471
	\$	7,487,433	6,748,791
<i>Fruits, Canned—</i>		1927	1926
Berries	Lb.	6,901,039	.....
	\$	805,565	.....
Apples and apple sauce	Lb.	13,877,611	14,318,506
	\$	767,484	968,033
Apricots	Lb.	25,851,495	32,360,350
	\$	2,470,953	3,262,783
Cherries	Lb.	1,802,188	1,916,664
	\$	292,453	305,960
Prunes	Lb.	3,072,337	3,460,671
	\$	323,733	381,402
Peaches	Lb.	78,200,150	66,599,128
	\$	6,519,473	6,595,320
Pears	Lb.	61,889,768	51,227,411
	\$	6,204,671	5,528,935
Pineapples	Lb.	45,993,434	31,120,905
	\$	4,207,633	2,980,893
Other canned fruits	Lb.	10,248,183	22,745,782
	\$	1,034,840	2,661,068
Total fruits	Lb.	247,836,205	223,749,417
	\$	22,626,805	22,684,394
Total exports of canned fruits and vegetables	Lb.	328,682,504	295,096,488
	\$	30,114,238	29,433,185

Statistics are not available as to the destination of the exports of canned vegetables, but the countries to which canned fruit was exported were:—

<i>Countries—</i>		1927	1926
Belgium	Lb.	1,281,411	1,382,177
	\$	129,375	137,721
France	Lb.	4,394,253	5,626,127
	\$	446,233	564,111
Germany	Lb.	15,481,287	6,243,963
	\$	1,427,130	616,094
Netherlands	Lb.	4,768,430	2,907,394
	\$	428,399	279,330
Sweden	Lb.	2,700,497	2,304,831
	\$	223,577	235,459
United Kingdom	Lb.	176,452,198	166,540,396
	\$	15,583,218	16,546,984
<i>Canada</i>	Lb.	15,494,588	13,156,741
	\$	1,515,891	1,382,820
Cuba	Lb.	4,343,631	3,800,776
	\$	444,695	438,047
British India	Lb.	1,414,315	1,232,892
	\$	192,637	179,783
China, Hong Kong, and Kwantung	Lb.	2,398,334	1,910,358
	\$	239,113	206,271
Netherland East Indies	Lb.	1,716,995	3,102,392
	\$	193,776	348,976
Japan	Lb.	770,958	1,013,701
	\$	72,911	90,050
Philippine Islands	Lb.	1,291,690	1,073,622
	\$	135,512	130,855
Other countries	Lb.	15,327,618	13,454,047
	\$	1,594,338	1,527,893

UNITED STATES IMPORTS OF CANNED GOODS

Canned fruits are not imported into the United States, but canned vegetables are imported to a considerable extent. The imports in 1927, as compared with 1926, were:—

<i>Vegetables, Canned—</i>		1927	1926
Peas . . . . .	..Lb.	1,066,555	1,992,555
	\$	135,498	216,932
Tomatoes . . . . .	..Lb.	96,241,952	82,292,540
	\$	5,305,948	4,081,837
Other . . . . .	..Lb.	8,487,303	11,581,813
	\$	825,535	1,147,990
Total . . . . .	..Lb.	105,795,810	95,866,908
	\$	6,266,981	5,416,759

Latest statistics available indicate that imports of Canadian canned vegetables into the United States were confined for the most part to tomatoes and peas. In 1926 the total importation of canned tomatoes was 82,250,000 pounds valued at \$6,081,000, of which Italy shipped 82,125,000 pounds valued at \$4,073,000, while imports from Canada only totalled 1,604 pounds valued at \$115. The bulk of the imports of all canned vegetables into the United States originate in Continental European countries and the British West Indies.

VENEZUELA AS A MARKET

TRADE COMMISSIONER JAMES CORMACK

IV

Tariff, Packing, and Documentation

In 1924 a new Venezuelan Customs tariff became law, which simplified many of the old items. In July, 1927, it was again revised, the chief changes made being a reduction of the number of the customs classifications by 160 items. Articles imported in connection with improving sanitation and fighting insect pests were added to the free list. There is considerable additional protection for local textile industries. Surcharges have been added to articles having silk trimmings to the extent of 15 per cent specific duty. The tariff items are now almost entirely specific, but the duties are still very high. There are many items on the free list including newsprint, coffee, etc., bags for export, many agricultural tools, and also imports for the use of the oil companies. These latter may not, however, be re-exported without paying full duty.

The rates of duty are arranged according to a schedule of nine classes, with rates ranging from one cent (0.05 bolivars) per gross kilogram for the first class to \$4 per gross kilogram for the ninth class. General surtaxes amounting to 55 per cent of the duty are then applied, and some articles are in addition subject to specific or ad valorem surtaxes, which are intended to make the schedule more elastic and are applied in many instances to cover variations in quality or admixtures of component materials of a higher grade.

The general surcharges are:—

- (1) Thirty per cent destined for the national revenue, under the denomination "Contribution of 30 per cent".
- (2) Twelve and a half per cent destined for the state revenue, under the denomination "Territorial Tax of 12½ per cent".
- (3) Twelve and a half per cent destined for the national revenue, under the denomination "National Tax of 12½ per cent".

In recent years the average import duty, including the various surtaxes, has been about 50 per cent of the value of all imports.

There is an additional tax of 1 per cent destined for the National Revenue, under the denomination of "Sanitary Tax" and supplementary dues such as port charges, wharfage dues, warehouse charges, stamp taxes, etc., based usually on the value or weight of the shipment.

SPECIAL TARIFF PROVISIONS

The executive is authorized to increase up to 25 per cent the import duties on goods from foreign countries which do not provide in their treaties with Venezuela for most-favoured-nation treatment.

A surtax of 30 per cent is applied to all goods imported direct from any of the West Indian colonies. This tax was imposed in 1881 for the purpose of bringing about the establishment of wholesale houses and warehouses in Venezuela, to supersede the custom of supplying Venezuelan requirements from stocks maintained in Curacao or Trinidad.

DUTIABLE WEIGHT AND PACKING

An important feature of the Venezuelan tariff is that all duties are levied on the gross weight, i.e., inclusive of the weights of the containers. The exporter must make a special effort to combine lightness with strength in his packing. Packing of goods shipped for La Guaira or Puerto Cabello, for example, need not be as strong as the packing for goods destined for some other South American countries where they must travel for some weeks to reach their inland destination. Both La Guaira and Puerto Cabello are equipped with fairly good covered docks and warehouses from whence goods are transferred to the wholesale warehouses, say, in Caracas or Valencia. A good substitute for heavy wooden packing may be found in strong waterproofed strawboard covered with chicken netting. Every kilogram thus taken from the gross weight of a shipment of goods carrying the highest rates of duties reduces by \$4 the net cost of every kilogram to the importer.

CONSIGNEE CONSIDERED OWNER

The exporter must bear in mind that the consignee may obtain his goods when shipped on terms of cash against documents without presenting the invoice. Under Venezuelan law, the consignee is considered to be the owner of the merchandise, and although a banker may be holding the invoice with draft attached, a consignee who is not over-scrupulous may obtain a copy of the invoice in possession of the customs official by stating in writing that he has not received his invoice, and may then remove his goods on payment of the duty. When the exporter is not thoroughly acquainted with his consignee, or when he has no selling representative in the consignee's district, he should protect himself by consigning his goods to a bank.

SHIPPING INSTRUCTIONS

Foreign shippers must follow to the letter the instructions sent them by their representatives or consignees in Venezuela, or their shipments will invariably cause their customers considerable annoyance and expense and make future orders more difficult to get.

The Venezuelan Consuls in Canada are in a position to provide forms, and supply gratis information on procedure and documentation, although agents state that on account of frequent changes it is better to rely on advice coming from them in Venezuela than from consular officers abroad. The Red "D" Line, 82 Wall street, New York, have a service whereby for a very small fee they will make out all necessary shipping documents for exporters and advise them in preparing and shipping goods for the Venezuelan market.

The subject of Venezuelan consular regulations and invoice requirements is dealt with in a separate leaflet which may be obtained on application to the Department of Trade and Commerce, Ottawa.

PARCEL POST

Following are parcel post instructions sent by a leading importer to shippers in the United States:—

Weight.—Maximum weight allowed by Venezuelan Customs laws is five kilograms gross per package.

Packing.—In order to save duties, packing should be of strong waterproof paper rather than wood or cardboard. Each package should contain a piece of music or a catalogue, in order that when liquidating duties packing may be appraised at the lowest class.

Declarations.—Declarations of packing should be made as follows: Musica y embalaje (so many kilos and grams) or catalogo y embalaje (so many kilos and grams) as the case may be. Declaration of contents of package may be made in the regular way, taking the corresponding declaration from the Custom House tariff.

It is important to note that only four packages may be received by the same person, consequently, when shipping more than four packages, these should be addressed to different persons, in lots of four packages each.

GOVERNMENT STAMP ON FOODSTUFFS

All shipments of foodstuffs should bear a Government stamp of inspection or be accompanied by a sworn statement that the goods have been inspected by competent authority.

FIREARMS

Firearms may be shipped only by special permit from the Government of Venezuela. Shells for sporting guns may contain the cap and charge only—no bullets.

POPULATION POLICIES IN ITALY

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, January 30, 1928.—In the last pre-war year, 1913, close on one million Italians emigrated, chiefly to the United States. The restrictive legislation enacted since 1921 in most immigration countries has made it necessary to revise policies in the matter of population in Italy.

The progressive decline of emigration since 1924 is indicated by the following figures:—

	Emigrants	Returns	Difference
1924	239,332	172,811	+ 66,521
1925	179,208	189,071	— 9,863
1926	141,314	170,203	— 28,889
1927 (8 months)	59,190	79,783	— 20,593

Thus Italy has definitely ceased to be an emigration country. As a result, the Royal Commissariat of Emigration established in 1901 to meet the needs of the time had become superfluous, and was abolished in 1927. Passports for foreign countries are now only given to persons who can show that they have secured remunerative employment abroad, or who have other valid reasons for leaving the country; railway facilities to intending emigrants have been revoked, and are now instead conceded to those who intend to repatriate. Much thought is being given to the possibilities of internal migration from over-crowded to under-populated territories within the national boundaries.

Italy is a densely populated country, but nevertheless large areas in Sardinia, Basilicata, Apulia, and Calabria suffer from lack of labour. A redistribution of the surplus rural population of certain districts would greatly benefit

others. The problem is a difficult one, for its solution depends upon a number of factors, but the first steps in this direction have already been taken. Villages have been built, meeting modern requirements of hygiene and giving educational facilities, and some hundred peasant families from the overcrowded and poverty-stricken Polesine in Venetia are being transferred to Sardinia, while others from the insanitary urban agglomeration of Apulia are being settled on the land.

Simultaneously a determined effort is being made to stem the growing evil of urbanism. A recent decree-law makes the opening of new plants or factories employing more than 100 workers in towns of over 100,000 inhabitants conditional on the consent of the Minister of National Economy in consultation with the Minister of the Interior and of Guilds. Now that electric power, the autocar, and the telephone have largely done away with the reasons for concentrating work in large cities, it is felt that production costs could be lowered and social conditions better served in many cases by encouraging industrial decentralization.

According to the 1921 census the population over ten years of age was occupationally distributed as follows: agriculture and fisheries, 10,300,000; industries, 5,400,000; commerce, 1,200,000; public and private administration, 700,000; church, professions, arts, 500,000; domestic service, 400,000; living on private means, 200,000; housekeepers, pensioners, students, in homes, etc., 12,200,000.

ITALIAN COMMERCE

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, January 16, 1928.—Trade returns indicate that imports into Italy for the first eleven months of 1927 amounted to 18,529,300,000 lire as against 23,376,300,000 for the corresponding period of 1926, and exports for the same periods totalled 14,083,800,000 and 16,753,500,000 lire, while Italy's adverse balance of trade was reduced from 6,622,800,000 lire for the first eleven months of 1926 to 4,445,000,000 lire for the corresponding period of 1927—a reduction of approximately 32.8 per cent, as is shown in the following table:—

	1926		Trade Balance In Millions of Lire	1927		Trade Balance
	Imports	Exports		Imports	Exports	
September ..	20,066.3	13,202.0	—6,864.3	15,680.0	11,376.8	—4,303.2
October	1,757.5	1,842.0	+ 84.5	1,402.6	1,398.4	— 4.2
November. ..	1,552.5	1,709.5	+ 157.0	1,446.7	1,308.6	— 138.1
	23,376.3	16,753.5	—6,622.8	18,529.3	14,083.8	—4,445.5

A glance at the trade figures relating to the first ten months of 1927—detailed figures for November are not yet available—as compared to the corresponding period of 1926, indicates that Italian imports of food products, fruit and oil, stone, chinaware and glass, chemical and medicinal products have increased, and textile, metal, and lumber imports have declined. There was a falling off in Italian exports of food products, metal, lumber, chemical and medicinal products, and an increase in fruit, oil, textile, stone, chinaware and glass.

TOURIST TRADE

As is well known, Italy depends upon her invisible exports to settle her trade balance, and amongst these receipts from the tourist trade are an important item. During the first ten months of the year, 80,000 foreigners landed in Italian ports, most of them carried on Italian steamers, as against

77,000 during the same period of 1926—an increase of 4 per cent. Of these, 35 per cent were Americans, 18 per cent British, 16 per cent Balkans, 8 per cent Germans, 6 per cent South Americans, 3 per cent French, the remaining 14 per cent being accounted for by sundry countries. Eight per cent travelled in the luxury class, 43 per cent were first-class passengers, 27 per cent second-class, and 22 per cent third-class.

TRADE WITH CANADA

From the Italian statistics it appears that Canada's exports to and imports from Italy for the period January-October, 1927, were valued respectively at 593,810,023 and 43,156,282 lire, leaving a trade balance favourable to Canada of 553,653,741 lire. Although exact and detailed figures are not available for the corresponding period of 1926, it is safe to state that in 1927 Canadian imports into Italy have been favoured by a considerable advance, while exports to Canada showed an increase of a far lesser importance. Wheat (524,012,889 lire); sulphite, bleached wood-pulp (18,480,900); canned salmon (12,447,606); asbestos (3,185,272); aluminium and products (1,646,000); lead in pigs and refined lead (1,281,200); cattle hides and skins (1,202,158); machinery and parts (396,492); and lumber (218,730) were the Dominion's principal commodities exported to Italy during the period under consideration, while Canada's main items of import from Italy were: felt hats (5,949,562 lire); vermouth (2,338,845); silk fabrics (7,748,622); wool fabrics (2,365,713); cotton fabrics (2,199,446); oranges and lemons (1,134,490); cheese (1,059,953); buttons of vegetable ivory (527,282); olive oil (418,764); and fresh fruit (471,705).

SWITZERLAND'S FOOD SUPPLY

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, January 21, 1928.—In December, 1926, the Swiss people decided by a plebiscite that the war monopoly held by the Swiss Government in the matter of the import of cereals should be abolished and replaced by the former system of free trade. The abolition of such a monopoly, however, could not be settled from one day to another without the danger of great confusion arising, and it was therefore decided by the Government that the monopoly system must be continued at least up to June 30, 1928, in order to allow for the preparation of a new system incorporating free imports devoid of Government supervision. At the present time the Government alone has the right to import grain for milling purposes—i.e. wheat, rye, spelt, and mixtures of such grain—together with the milled products thereof, whereas other sorts of grain, e.g. maize, barley, and oats, can be imported freely by private individuals.

The nation's food supply is at present regulated by the decree of June 7, 1927, and Order in Council of August 3, 1927, which provide that the supply of milling grain to the mills be carried out on the basis of special regulations drawn up for the purpose. For example, permits to import wheat grain are only given to millers, and permits to import grits and flour to bakers and pastry manufacturers who use these products in their own mills and factories. Such permits are not transferable, nor may supplies be transferred as sold to others without Government permission. Millers are required to deliver at least 50 kilos of grits or flour out of every 100 kilos of imported grains to Swiss pastry manufacturers and bakers, otherwise they have to pay the Government 10 centimes per kilo. of loss. Bakers and pastry manufacturers must use the grits and flour for their own purposes, and if some quantities are transferred by sale they must pay the Government 5 centimes per kilo of goods thus sold.

There are in Switzerland some 400 mills working on a commercial basis, most of which are medium-sized or small concerns. The largest mill in the

country has an output of from 80 to 100 tons per day. In addition there are approximately 1,500 small mills which are exclusively devoted to supplying purely local requirements.

Under the decree of June 7, 1927, the Swiss Government is pledged to buy home-grown grain in so far as there is no other outlet for it. The Government price is 8 francs higher per 100 kilos than the average cost of foreign grain delivered free Swiss frontier, and not lower than 38 and not more than 45 francs for 100 kilos of wheat. Prices for the various classes of grain are fixed by the Government in September for that year's harvest, and are based on market rulings and mutual arrangement. For extra good grain an increase can be offered, and for poor-quality grain a reduction may be made on the normal quotations. The Government may also refuse to accept grain not of the ordinary quality normally to be expected from the part of the country from which it came.

The Government pays a milling bonus of 5 francs per 100 kilos of wheat, rye, spelt, and maize, to which in mountainous regions is added barley, to any one who uses home-grown grain of his own cultivation for providing his household with bread and flour. In mountainous regions this premium may rise to 8 francs per 100 kilos. Whilst the Government is supposed to make neither a loss nor a gain on the sales of wheat, the bonus referred to above is a direct charge on the Federal Treasury.

CANADIAN PRODUCTS FOR THE RHINE VALLEY

TRADE COMMISSIONER A. B. MUDDIMAN

Ores and Metals

Rotterdam, January 21, 1928.—The recent attempt at co-operation between the various companies and organizations of the Rotterdam Stevedore Enterprises throws an interesting sidelight on the large quantities of ore and minerals from all sources of supply carried up the Rhine from Rotterdam for consumption in the Ruhr and elsewhere. And in the total that reaches Germany by way of Rotterdam, shipments from Canada have a part. In previous reports the writer has already alluded briefly to this large trade.

TRANSHIPMENTS AT ROTTERDAM

The Rotterdam Stevedore Enterprises include: (1) Thomson's Havenbedrijf; (2) Frans Swarttouw's Havenbedrijf; (3) Cornelis Swarttouw's Stuwadoorsmaatschappij; (4) Stuwadoorsmaatschappij "Neptunus". The various ore imports at Rotterdam from all over the world have been sought by each of these companies for transshipment up the Rhine. According to the Rotterdam Bank Monthly, Friedrich Krupp A.-G. have had their ore transports managed by the Thomson firm, according to a contract which expired at the end of 1927. From January, 1928, on they wished to entrust this work to a subsidiary company of their own, the N.V. Stuwadoors Mij. "Kruwal", which was founded by the Handels-en Transport Mij. "Walsum," for the account of Krupp and the "Gutehoffnungshütte". In doing so, both these enterprises are following the example set by the Thyssen group a few years ago, which founded at that time the Handels- en Transport Maatschappij "Vulcaan" at Vlaardingen. In 1925 Vlaardingen transhipped about one-fifth of the ore imported via the Hook of Holland. Such transports for the account of German companies always represent very large quantities. Thus the ore transports of the Friedr. Krupp A.-G. are estimated at 2 million tons a year and those of the "Gutehoffnungshütte" at 1.8 million tons. The company "Neptunus" among others also

managed the transports of the Scheepvaart en Agentuur Mij., Rotterdam, which as this company represents the "Vereinigte Stahlwerke" ("United Steel Works"), are by far the largest transshipments of ore; they are estimated at about one-half of the total transmit trade in ore which is between 10 and 12 million tons.

Besides the Rhine traffic proper, there is also from Rotterdam the transport of ore up the Meuse and Rhine undertaken, in the case of some enterprises like the "Vulcaan," by a fleet of their own. The "Walsum" has a Rhine fleet of about 50,000 tons at its disposal, and more ships are said to be under construction. The Thyssen group is represented in the sea transport trade by the "Halcyon" line and the "Walsum" by the Scheepvaart Maatschappij "Millingen". The "Vereinigte Stahlwerke," however, have so far had no shipping enterprise of their own.

From the above it can be gathered how enormous are the ore and mineral transshipments at Rotterdam for the Rhine Valley. On the whole, it can be said that the natural endeavour of large German metal combines to-day is to have their transshipments directed by subsidiary German companies in Holland as against Dutch stevedore corporations.

CANADA'S INTEREST IN THE MARKET

A cursory examination of the cargoes of incoming ships at Rotterdam would establish the fact that Canada has a wide interest in this trade and one which the writer believes will expand in proportion to the development of the mineral resources of the Dominion. Among the varied types of ores, etc., from Canada (or in which Canadian firms are interested) that have found a market up the Rhine in 1927 should be included: (1) lead in pigs, refined lead, etc.; (2) nickel oxide; (3) nickel fine; (4) wabana ore from Newfoundland; (5) zinc spelter; (6) brass, old and scrap; (7) tinplate, scrap; (8) copper; (9) scrap iron; (10) copper waste; (11) steel scrap. If prices are right, all of these can find a market in the Rhine Valley. Asbestos, asbestos fibre, carborundum and carborundum sand also go this way, and it would seem that in Switzerland there is some market for mica of the following dimensions:—

Uncut Mica.—Widths varying from 1 to 8 inches and lengths from 3 to 12 inches in natural thickness, say .02 inch.

Stove Mica Plate.—About .005 inch thick, cut to sizes say 2, 2½, 3, 3½, and 4 inches wide, 2 to 6 inches long.

Mica for Gramophone Discs.—Either in the rough or cut, say 1½, 2, 2½, and 2½ inches diameter by .007, .008, .009, and 0.1 inch thickness.

But here Canadian mica has Indian mica to compete with. (A trade inquiry in this connection was published in the *Commercial Intelligence Journal* No. 1248, December 31, 1927).

A considerable amount of this metal and ore business with Canada is done through London; but there is no doubt but that there are four or five firms in Germany capable, and in some cases anxious, to handle this business direct. (See trade inquiries Nos. 172-175 on p. 325 of this issue.) Two of these are for zinc ores to be marketed in 1931. One well-known metal agent in Cologne is showing great interest in Canada as a source of supply, and this office is also in touch with several others whose interest is only awaiting development.

IRON ORE

A Canadian organization in Newfoundland during the calendar year 1926 shipped into Germany 353,896 metric tons out of a total of 9,553,442 metric tons of iron ore. The total for the past year will probably show this quantity of ore has more than doubled. Already, according to the latest German statistics, for the period January to November, 1927, Newfoundland is credited with shipments amounting to 744,273 metric tons out of a total of over 16,000,000

tons, half of which Sweden supplies. It is interesting to note that Dutch statistics distinctly mention 438,876 tons of iron ore as imported from Canada during the same period. This is that part of the above-mentioned Newfoundland ore which is handled for up-Rhine transshipment to Germany at Rotterdam. That is nearly 60 per cent of what the German statistics credit to that source of supply.

Practically all the iron and manganese ores that come into Rotterdam are for the German Rhine Valley. For example, in 1926, out of 6,735,428 tons that come in, 6,714,093 tons went up the Rhine to Germany alone. Also, the figures for these and other metals and ores for the first eleven months of last year show the same large percentage of transshipments up the Rhine. That can be, according to the Dutch statistics, summarized as follows:—

Imports all Sources—	Dutch Imports	Re-exported
	Jan.-Nov., 1927 Metric Tons	to Germany Metric Tons
Iron and manganese ores	9,472,026	9,454,973
Ores, n.o.p.	942,426	814,175
Copper in blocks, etc.	70,603	47,634
Lead in blocks	28,442	17,612
Zinc in blocks	3,887	3,002
Metals, n.o.p.	1,319,258	54,522

As these figures do not include transshipments from Holland to Germany by sea or re-exported to other countries, it can be seen that the supplies actually used in the Netherlands are not large and that shipments here are mostly for the hinterland. The Dutch, it must be remembered, have only one rolling mill. No steel ingots are said to be produced in the Netherlands. The only raw material of this kind emanates from their one mill, the blast furnaces and rolling mills at Velsen, which produced 109,200 tons of pig iron in 1925. There is, however, no large outlet in the Netherlands for pig iron. The majority of the foundries in the Netherlands use no pig iron, but blooms and billets produced from Dutch pig in Germany. Thus even some of the pig iron produced in the Netherlands is used elsewhere, while the erection of a rolling mill at the Velsen firm's premises has been temporarily abandoned. Not only are the blooms and billets imported from Germany, but the Dutch wire nail factories are said to import their raw material.

MEAGRE STATISTICS AVAILABLE

The German statistics of imports of ores and scraps into Germany are incomplete and generally unsatisfactory. Indeed little can be gleaned from them in regard to the shipments from Canada to Germany. It is only since this office has commenced keeping track of shipments passing via Rotterdam up the Rhine to the Ruhr that reliable information has been obtained in this regard. For example, certain shipments of nickel ores are known to be passing up the Rhine from Canada; but the German statistics would seem to credit such shipments of nickel to Great Britain or the United States. Almost regular monthly shipments of nickel oxide go through Rotterdam to the Rhine valley. Tin plate scrap has also been shipped to the Rhineland. Scrap iron and copper waste have been sent to Essen. Further examples could be cited, but such would seem to be unnecessary and only labour the point. When one turns to the German figures, however, no notice of such items appear. Take, for example, the waste from copper plates and tin iron sheets: Canada is not specifically mentioned, nor in the item "old iron, scrap iron, clippings and iron filings." However, in both cases the Netherlands make a formidable show in the German statistics, and it is probably under the head of these shipments to the Netherlands that one must look for the Canadian transshipments that have passed through Rotterdam up the Rhine. In fact, it can be said generally that all information in the case of metal statistics in Germany is meagre, and in many

cases the commodities are all grouped together. In 1926, for example, iron, copper and zinc ores only were shown separately. All others were thrown under one heading, which made the figures of little value for trade investigation purposes. Since, however, in 1927 there has been a great improvement in the German statistics, it may be possible in the future to obtain far more information from them. Whether or not the Canadian items will be credited to the Dominion depends, of course, upon the quantity exported, and also to those close relations which already exist between German metal houses and metal firms in England, which doubtless causes a number of items that should probably be credited to Canada to be included under shipments from Great Britain.

NEEDS OF THE MARKET

While shipments of asbestos pass through Hamburg, where there are some agents of Canadian firms, other shipments pass through Rotterdam up the Rhine. In this trade the Dominion has of course competitors; not only Russia as before the war, but also to a certain extent Rhodesia. It is probable that the Rhodesian competition is keener in Rotterdam than in German ports, where Russian competition must take first place. It was stated to the writer that practically all of the asbestos that comes into Rotterdam is destined for Germany and Switzerland. The long fibre of Canadian asbestos is appreciated.

The importance of the Rhine valley as outlined as a market for Canadian minerals is one that cannot be overlooked; and now that the Ruhr has ceased to be occupied, renewed manufacturing activities will stimulate a good demand for all kinds of raw material of this nature, provided prices are competitive. While an examination of the quarterly report of the Dominion Bureau of Statistics shows what is going into Germany direct, it does not give the whole picture, owing to these transshipments of large quantities of minerals through Rotterdam which appear credited to the Netherlands. While nickel and asbestos stand out, it must not be forgotten that cobalt is used in the Solingen cutlery factories, and in other works, as an alloy for the manufacture of steel. Owing to the high ability and cheapness of the German refineries, the raw cobalt ore concentrates are used as a rule, while the market for the salts is restricted. Cobalt ores or residues with a high silver content are generally too costly. This business, and that of copper scrap and all other minerals and ores, including iron, is in the hands of a few large importers with ample financial resources.

In regard to the mica business for Switzerland, alluded to previously in this report, the competition of Indian mica must not be forgotten, as this plays a very important part in the opening for the sale of Canadian mica in the Rhine valley. Such business as amber mica, it has been stated to the writer, might probably be handled through London.

It should also be noted that considerable quantities of lead and zinc are used in the different industries in the Ruhr and the British Columbia products are well known. As has already been pointed out (see *Commercial Intelligence Journal* No. 1239, October 29, 1927, pages 518-9), there is also always a market, if prices are right, for waste ores, slag, scrap, etc., at times when these could not be handled profitably within the Dominion.

What has been said in this report is applicable only to Rhine valley and is limited in its interest to the port of Rotterdam. It does not apply to German ports.

No attempt has been made to refer to the large combinations of firms using ores, as it is considered that the facts are well known. However, it might be as well to point out that industrial amalgamation has gone on in the Rhine valley, as elsewhere in Germany, in regard to the iron and steel industries. Thus we have such enormous organizations as the Vereinigte Stahlwerke; and

the Deutsche Edelstahlwerke A.-G.—the latter of these two combinations specializing in producing quality steels.

By means of such combinations, works have been concentrated from the point of view of geographical situation, as also from the point of view of sales and general organization. This has resulted in effecting destinations of shipments, a matter that is not without interest to the exporter. In organizing the industry, various home sales organizations and even production plants have been discarded, while on the other hand there have been extensions and re-equipment of works.

From the above-mentioned examples, to exporters who have interests in the Rhine valley, it can be said that the importation via Rotterdam of ores and minerals for the Rhine valley is likely to increase as time goes on and business conditions warrant.

MOTOR CAR TAXATION IN GERMANY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, January 26, 1928.—With further reference to report on Motor Car Taxation in Germany, published in *Commercial Intelligence Journal* No. 1251 (January 21, 1928, p.114), the Motor Vehicle Tax Law of December 21, 1927, has been published in the *Reichsgesetzblatt* of December 31, 1927, and comes into force on April 1 next.

The following is a translation of the first five or most pertinent paragraphs of the new law:—

Section 1

The use of automobiles for travelling on public highways is, according to this law, subject to a tax.

Section 2

Free of tax are:—

1. Motor cycles of not more than 200 ccm. hub space.
2. Automobiles which serve exclusively for the transport (propulsion) of implements from and to place of work and for driving the implements; further automobiles which serve this purpose in agricultural industries, also when persons or goods are transported simultaneously.
3. Automobiles belonging to the State, the Provinces or municipalities (united councils) in so far as they are exclusively used for Fire Brigades, Ambulances, Road Making or Road Cleaning.
4. Automobiles exclusively used in Military Service or by the Police, not however passenger automobiles with less than eight seats.

Section 3

(1) The party liable for tax is the owner of the automobile. If the owner has no inland dwelling or ordinary domicile or if another than the owner illegally uses the automobile, the party liable for tax is the one who uses the automobile in Germany.

(2) If an automobile has been passed as being in accordance with regulations of the traffic police, the party liable for tax is the one for whom the automobile has been passed. If this party has no inland dwelling or domicile the party liable for tax is the party using the automobile in Germany.

Section 4

(1) The tax for one year amounts to:

1. For motor cycles (automobiles with not more than three wheels and whose weight in condition ready for use does not exceed 350 kilogrammes) driven by a combustion engine for every 100 ccm. of hub space or a part thereof R.M. 8.00
2. Passenger automobiles driven by a combustion engine excepting motor buses for every 100 ccm. of hub space or a part thereof R.M.12.00
3. Motor omnibuses and motor trucks driven by a combustion engine for every 200 kilogrammes weight of the automobile ready for use or a part thereof R.M.30.00

4. Electric or steam driven motor cars as well as tractors without loading space for every 200 kilogrammes weight of the automobile ready for use or a part thereofR.M.15.00
- (2) For automobiles driven by combustion engines not particularly mentioned in the above a tax according to section 1, No. 4, is assessable.
- (3) If an automobile of the kind mentioned in section 1, No. 3, is not provided with pneumatic tires on all wheels, the tax is increased by one-tenth.

Section 5

The hub space is to be calculated according to detailed regulations of the Ministry of Finance, who can also make regulations regarding the establishing of the weight of the car ready for use and the differential marks of the various kinds of cars.

TARIFF CHANGES AND CUSTOMS REGULATIONS

British Sale of Food (Weights and Measures) Act

Exporters are reminded that the Sale of Food (Weights and Measures) Act, 1926, of Great Britain, went into force as from the beginning of 1928. One of the provisions of this law is that a statement as to the weight or measure of a pre-packed article of food shall be deemed to be a statement as to the net weight or measure thereof unless otherwise specified.

The Act lays down special provisions regarding the sale of the following articles: tea, coffee, beans; ground coffee, including chicory mixtures; cocoa; cocoa powder; chocolate powder; potatoes; bacon; ham; butter; lard; suet; margarine; flour of wheat, rye, maize, pea, or bean, including self-raising flour and cake flour; cornflour; oatmeal; rolled oats; rice; sago; tapioca; sugar; dried beans; dried peas; dried currants; dried raisin, and dried sultanias.

In regard to any of these goods, a person is not allowed to sell or have in possession for sale any pre-packed article, unless made up according to certain weights, and the wrapper and container be marked according to the regulations. Particulars regarding these detailed requirements may be obtained on application to the Department of Trade and Commerce, Ottawa.

German Tariff Changes on Motor Car Parts

TRADE COMMISSIONER L. D. WILGRESS

[1 Reichsmark = \$0.238; 100 kg. = 220 pounds.]

Hamburg, January 25, 1928.—A German law regarding tariff changes of December 21, 1927, has been published in the *Reichsgesetzblatt*. This law introduces certain changes in the tariff items applicable to automobile parts. These changes came into force on January 15, 1928.

(1) It is decreed by the law that the note to tariff item No. 894, relating to combustion and explosion motors less than certain specified weights and not intended for the construction of vehicles specified under tariff item No. 915 or of machinery specified under item No. 893B, should be changed to provide for a rate of R.M.150 per 100 kg. up to June 30, 1928, and for a rate of R.M.100 after that date.

(2) The law amends the note to tariff item No. 915, par. 2, which provides that automobile chassis with motors and certain specified automobile parts shall be dutiable at the same rates of duty as applicable to motor vehicles, and after the parts specified the following words are added: "As well as, according to further instructions of the Minister of Finance, motor bonnets, front axles with or without axle housings, cardan shafts, cardan tubes and parts, recognized as such, of the above-mentioned articles."

It is further provided that the heading to tariff items Nos. 822 and 823 shall read as follows: "Axles (except railway axles) and axle parts, not otherwise mentioned."

German Marking Regulations: A Correction

Mr. L. D. Wilgress, Trade Commissioner at Hamburg, advises that the correct translation of paragraph 2-b, section 2 of the German Decree of September 29, 1927, providing for the compulsory external marking of certain food products, is as follows:—

For non-perishable fish goods, including pickled goods, the weight of the prepared fish or fish parts, as well as the time of the filling with month and year accordingly in as far as it concerns goods which are *not* rendered imperishable by heating.

The word *not* was inadvertently omitted in the translation of this paragraph as published in *Commercial Intelligence Journal* No. 1240 (November 5, 1927), page 653.

Polish Maximum Duties Not Applied to Canada

With reference to the article in *Commercial Intelligence Journal* No. 1239 (October 29, 1927), page 621, concerning an increase by 100 per cent of Polish customs duties, information has been received that this new and increased maximum tariff is not being applied to Canadian goods.

Portuguese Decree for Importation of Wheat

The British Consulate at Lisbon reports that Decree No. 14905, dated February 14, published in the *Diario do Governo*, authorized the importation of 75,000 metric tons of foreign wheat, calculated to be sufficient to provide for the months of February, March, and April on the basis of a consumption of 25,000 tons a month.

A further 7,000 tons earmarked for supply to certain flour mills, and 5,000 tons especially for the manufacture of macaroni and similar flour productions, may also be brought in, the latter to provide for the requirements of this industry up to the end of April.

Certain concessions are allowed to the millers in regard to the duty payable by them on foreign wheat provided that they take an equivalent quantity of national wheat.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

149. EGGS.—A Glasgow man desires to take up a commission agency for a Canadian firm of egg exporters.

150. CANNED FISH.—A manufacturers' agent in Prague, Czechoslovakia, would like to represent Canadian exporters of sardines and other canned fish.

151. **CANNED FISH.**—A Dutch firm desire to obtain an agency for Canadian canned fish.
152. **CANNED FRUIT.**—A firm in Amsterdam, Holland, would like to represent Canadian exporters of canned fruit.
153. **DRIED APPLES.**—Dutch commission house desires to establish connections with Canadian exporters of dried apples.
154. **FLOUR.**—A firm in Copenhagen wish to communicate with a Canadian milling firm interested in shipping flour to that territory.
155. **GRAIN.**—A firm in Prague, Czechoslovakia, wish to get in touch with Canadian exporters of grain.
156. **GRAIN.**—A Bristol grain broker well known to the trade desires to act as West of England representative for Vancouver exporting firm.
157. **GRAIN.**—A commission agent in Mexico City with wide connection desires to secure representation of Canadian wheat and grain exporters. Possibilities of substantial business exist.
158. **MILL OFFALS AND MEAL.**—A Bristol firm of flour importers desire samples and quotations on Canadian mill offals with a view to direct purchase. Also would consider representation if sufficient supplies are available for regular shipment.

Miscellaneous

159. **SWEATERS.**—A retail dealer in sporting goods, with store on one of the principal streets in Mexico City, desires to purchase sweaters direct from Canadian manufacturers. Price lists, designs, and full information, together with sample of material, if possible, should be forwarded with first letter. Possibilities of excellent business exist, more especially for all-wool sweaters of high quality.
160. **ELECTRIC APPLIANCES.**—A Birmingham firm of electrical goods manufacturers and importers desire catalogues and price lists delivered Birmingham in sterling for Canadian electrical heating of all types, including toasters, percolators, hair dryers, etc.
161. **PAPER.**—American import firm in Shanghai are seeking connection with Canadian manufacturers of paper lines including cartons, bonds, tissues, and kraft. C.i.f. prices main China ports and small samples should be sent direct.
162. **WAXED TISSUE PAPER.**—British paper representative with long experience in the Orient desires agency of Canadian manufacturer for waxed tissue paper for use in postal departments, cigarette factories, etc. Samples and c.i.f. main China ports prices should be forwarded direct.
163. **CHROME TANNED BOX-SIDES.**—A firm in Holland would like to receive samples of chrome tanned box-sides with lowest possible quotations, preferably c.i.f. Rotterdam.
164. **SOLE AND MANUFACTURED LEATHER GOODS.**—American import firm are seeking connection with a Canadian firm for sole and manufactured leather goods. C.i.f. prices and samples should be sent direct.
165. **BOX SHOOKS.**—A wholesale agent in Berlin, Germany, wishes to receive offers from Canadian exporters of box shocks for prune cases, as per specifications submitted.
166. **METAL-LINED WOOD RIMS.**—A London company of indent merchants have received an inquiry for metal-lined wood rims suitable for racing sulkies, for direct shipment to New Zealand. The company invite prices and full particulars from Canadian manufacturers.
167. **PULLEY BLOCKS.**—A hardware merchant in Port of Spain, Trinidad, is desirous of receiving quotations c.i.f. on pulley blocks 3 inches to 12 inches.
168. **OARS.**—A hardware merchant in Port of Spain is desirous of receiving c.i.f. quotations on oars 6 feet to 22 feet in length.
169. **OAKUM.**—A hardware merchant in Port of Spain is desirous of receiving c.i.f. quotations for oakum.
170. **TIRES.**—Argentine importer is anxious to purchase large quantities of tires and tubes from Canada if prices and quality competitive. Send samples and prices c.i.f. Buenos Aires to the Canadian Trade Commissioner, Reconquista 46, Buenos Aires.
171. **PIPE (CAST-IRON SOIL).**—A hardware merchant in Port of Spain, Trinidad, is desirous of receiving quotations c.i.f. on cast-iron soil pipe in 6 feet lengths, 4 and 2 inches diameter, $\frac{3}{16}$ inch thick, with 5-inch diameter collar at one end, together with bends, traps, union, etc.
172. **SLAG.**—A firm in Frankfort-on-the-Main are desirous of hearing from Canadian exporters of slag and metal residues.
173. **SLAG, LITHIUM, AMMONIUM, SULPHATE, ETC.**—Canadian exporters of slag or metal residues, particularly those containing nickel, and exporters of lithium and ammonium sulphate should communicate with a Cologne, Germany, importer.
174. **ZINC ORES.**—Rhine Valley firm desire offers of zinc ores for delivery in the year 1931.
175. **ZINC ORES.**—German firm (Rhineland) are interested in zinc ores for delivery in the year 1931. Canadian firms should submit offers.
176. **REPRESENTATION.**—A manufacturers' agent in Prague, Czechoslovakia, would like to represent first-class Canadian firms manufacturing a number of different lines.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING FEBRUARY 20, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 20, 1928. Those for the week ending February 13, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending	Week Ending
			February 13, 1928	February 20, 1928
Britain.. . . .	£	\$4.86½	\$4.8827	\$4.8866
Belgium	Belga	.1390	.1395	.1395
Czecho-Slovakia.. . . .	Krone	.0296	.0296	.0296
Finland.	Mark	.0252	.0252	.0252
France	Fr.	.0393	.0393	.0393
Holland	Florin	.4031	.4031	.4030
Italy.. . . .	Lire	.0526	.0530	.0530
Spain.. . . .	Pes.	.1704	.1704	.1696
Portugal.. . . .	Esc.	1.0805	.0500	.0500
Switzerland.	Fr.	.1926	.1926	.1927
Germany.	Reichs Mk.	.2382	.2388	.2391
Greece.	Dr.	.0133	.0133	.0133
Norway	Kr.	.2680	.2666	.2666
Sweden.	Kr.	.2680	.2688	.2689
Denmark.	Kr.	.2680	.2682	.2684
Austria.	Schilling	.1407	.1412	.1412
Japan.	Yen	.4985	.4685	.4690
Siam.	Tical	.3709	.4575	.4575
India.. . . .	Rupee	.3650	.3662	.3662
United States	\$	1.0000	1.0017	1.0018
Mexico.. . . .	\$	.4985	.4875	.4880
Argentine Rep.	Peso (Paper)	.4244	.4276	.4278
Brazil.. . . .	Mil.	.5462	.1204	.1205
Jamaica	£	4.86½	4.8700	4.8700
British Guiana	\$	1.0000	1.00½—1.02½	1.00½—1.02½
Barbados	\$			
Trinidad.	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent.. . . .	\$			
Tobago	\$			
China	Taël	.6362	.6362	.6356
Batavia, Java.	Guilder	.4020	.4020	.4020
Peru	Libra	4.8665	3.9200	3.9100
Singapore, Str. Settlement . . .	\$	.5678	.5700	.5700

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Ranger, March 7; Canadian Inventor, March 17—both C.G.M.M.; Montnairn, March 1; Metagama, March 15; Marloch, March 22—all Canadian Pacific.

To AVONMOUTH.—Cranley, March 1; Carmia, March 15—both Anchor-Donaldson.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Downshire, Feb. 26; Carrigan Head, March 18—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Aviator, March 6; Canadian Rancher, March 24—both C.G.M.M.

To GLASGOW.—Cranley, March 1; Carmia, March 15; Athenia, March 19—all Anchor-Donaldson; Bothwell, Canadian Pacific, March 22.

To LIVERPOOL.—Montclare, March 2; Montrose, March 9; Montcalm, March 16; Minnedosa, March 23—all Canadian Pacific.

To LONDON.—Canadian Ranger, March 7; Canadian Inventor, March 17—both C.G.M.M.; Beaverhill, March 3; Beaverford, March 10; Beaverburn, March 17—all Canadian Pacific; Ariano, Furness Line, March 17.

To HULL.—Ariano, Furness Line, March 17.

To MANCHESTER.—Manchester Brigade, March 10; Manchester Citizen, March 24—both Furness Line.

To SOUTHAMPTON.—Montnairn, March 1; Metagama, March 15; Marloch, March 22—all Canadian Pacific.

To HAMBURG.—Beaverhill, March 3; Beaverburn, March 17—both Canadian Pacific.

To COPENHAGEN AND BALTIC PORTS.—Maine, Scandinavian-American Line, March 18.

To SOUTH AND WEST AFRICAN PORTS.—Cariboo, Elder Dempster Line, March 15.

To AUSTRALIAN AND NEW ZEALAND PORTS.—A steamer, New Zealand SS., March 17.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, March 10; Canadian Volunteer, March 24—both C.G.M.M.; Josey, March 9; Invernica, March 23—both Ocean Dominion.

From Halifax

To ANTWERP.—Arabic, Red Cross Line, Feb. 26.

To LIVERPOOL.—Newfoundland, Furness, Withy, March 17; Albertic, March 5; Regina, March 14—both White Star Line; Aurania, Anchor-Donaldson, Feb. 27.

To LONDON.—Bay State, Furness, Withy, Feb. 27; Ausonia, March 12; Antonia, March 26—both Cunard Line; Megantic, White Star-Dominion, March 9.

To HULL.—Bay State, Furness, Withy, Feb. 27.

To MANCHESTER.—Manchester Regiment, Feb. 27; Manchester Commerce, March 3—both Furness, Withy.

To St. JOHN'S, Nfld.—Newfoundland, Furness, Withy, March 17; Nerissa, Feb. 28, March 13; Rosalind, March 6, March 20—both Red Cross Line; Skipper, March 10; Sambro, March 13—both Farquhar SS.; Magna, Newfoundland-Canada Traders, March 8.

To SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., Feb. 21.

To St. PIERRE-MIQUELON.—Skipper, March 10; Sambro, March 13—both Farquhar SS.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, March 3; Canadian Fisher, March 24—both C.G.M.M.

To St. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter (calls at Guadeloupe), March 2; Canadian Runner, March 16—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, March 9; Canadian Pathfinder, March 23—both C.G.M.M.; Adolf Bratt, March 2; Josey, March 16—both Ocean Dominion.

To AUSTRALIAN PORTS.—Canadian Victor, C.G.M.M., March 17.

To NEW ZEALAND PORTS.—Canadian Transporter, C.G.M.M., March 24.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, March 7; Caledonia, March 21—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Canadian Pacific, March 17.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, Osaka Shosen Kaisha, March 27.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, Blue Funnel, March 13.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, March 7.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Elcajon, American-Australia-Orient Line, March 16.

To HAVRE, ANTWERP AND BORDEAUX.—Notre Dame de Fourviere, March 10; La Marseillaise, March 24—both Cie. Gle. Transatlantique.

To HAMBURG, ANTWERP AND BREMEN.—Sachsen, Hamburg-American Line, March 15.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, Navigazione Libera Triestina, March 9.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nebraska, March 9; Dinteldyk, March 22—both North Pacific Coast Line.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, Feb. 27; Eemdyk, March 13—both North Pacific Coast Line.

To MANCHESTER.—Pacific Reliance, Furness (Pacific) Line, March 2.

To PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), POINTE-A-PITRE (GUADELOUPE).—Dicto. Canadian Transport Co., March 3.

To KINGSTON, JAMAICA.—Canadian Winner, C.G.M.M., March 21.

COMMERCIAL INTELLIGENCE JOURNAL

CANADIAN TRADE COMMISSIONERS

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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MR. A. S. BLEAKNEY'S TOUR IN CANADA

Mr. A. Stuart Bleakney, Canadian Trade Commissioner to Brazil, will arrive in Ottawa on March 5, and will begin his itinerary in the Maritime Provinces and Quebec before proceeding to Ontario.

Canadian exporters in the Maritime Provinces and Quebec who wish to see Mr. Bleakney should communicate at once with the Department of Trade and Commerce at Ottawa, in order that the necessary arrangements for interviews may be made.

"TRADE OF THE AFRICAN SUB-CONTINENT"

The series of reports under the above title by Mr. G. R. Stevens, Canadian Trade Commissioner in South Africa, which has recently been appearing in the *Commercial Intelligence Journal*, is about to be reprinted as a pamphlet. The territories included in this report, most of which have been recently visited by Mr. Stevens in the course of a survey of their trade, particularly in so far as they affect Canadian opportunities, are Southwest Africa, Southern Rhodesia, Northern Rhodesia, Portuguese East Africa, Nyasaland, Belgian Congo, Angola, Tanganyika, Zanzibar, Kenya and Uganda. It should be noted that this pamphlet will be sent free to subscribers of the *Commercial Intelligence Journal*, but only on special application being made. As the number of copies to be printed is strictly limited, early application should be made to the Department of Trade and Commerce, Ottawa. The price to other than subscribers to the *Commercial Intelligence Journal* is 25 cents. This pamphlet will extend to about 88 pages and will be indexed.

SUMMARY OF THE TRADE OF CANADA: MONTH, TEN MONTHS, AND TWELVE MONTHS ENDING JANUARY, 1928

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of January, 1928			Ten Months ending January, 1928			Twelve Months ending January, 1928		
	Total Imports	From Kingdom	From United States	Total Imports	From Kingdom	From United States	Total Imports	From Kingdom	From United States
	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for Consumption</i>									
Agricultural and vegetable products.....	16,455,948	3,910,744	7,900,562	197,159,480	43,073,095	83,237,682	234,473,923	48,947,312	102,356,134
Animals and animal products.....	6,547,874	373,200	3,978,966	51,004,253	5,076,850	31,347,722	63,041,671	3,323,580	39,345,072
Fibres, textiles and textile products.....	17,693,176	5,694,896	7,700,614	148,703,190	56,712,979	55,065,785	184,781,783	70,756,490	68,138,012
Wood, wood products and paper.....	3,593,211	268,235	3,139,627	41,864,797	35,253,835	30,432,832	4,317,046	43,004,252	43,004,252
Iron and its products.....	15,599,391	1,001,862	14,200,499	204,356,782	15,241,277	182,233,326	249,145,358	17,553,354	223,653,438
Non-ferrous metals and their products.....	4,214,256	293,316	3,708,402	49,678,222	4,999,695	39,400,918	59,331,607	47,572,452	47,572,452
Non-metallic minerals and their products.....	9,921,018	478,345	8,040,075	131,341,253	13,164,676	99,676,703	153,589,497	14,523,285	119,209,074
Chemicals and allied products.....	1,952,510	196,050	1,443,262	27,524,596	3,774,163	17,949,863	4,350,167	22,158,042	22,158,042
Miscellaneous commodities.....	3,529,033	510,677	2,594,167	50,772,311	8,997,043	34,669,060	59,430,307	10,335,214	40,890,253
Total imports, 1928.....	79,506,417	12,727,325	52,706,474	902,494,884	154,786,210	578,815,954	1,087,818,715	182,513,806	706,336,729
1927.....	78,805,632	12,247,855	53,640,189	845,598,674	136,211,469	559,501,746	1,017,411,401	164,635,523	675,518,185
1926.....	69,736,142	12,319,443	46,869,251	755,489,005	135,307,156	492,602,103	901,553,988	163,160,438	587,257,262
<i>Exports (Canadian produce)</i>									
Agricultural and vegetable products.....	33,278,131	13,700,056	3,417,170	475,599,122	274,007,253	48,207,252	545,162,595	306,202,304	56,041,837
Animals and animal products.....	13,403,414	3,079,261	7,753,952	141,830,279	43,366,695	77,640,337	155,385,894	48,992,761	91,748,248
Fibres, textiles and textile products.....	765,768	89,449	287,775	9,556,886	1,623,438	4,283,976	11,277,872	1,771,877	4,861,615
Wood, wood products and paper.....	19,380,669	465,186	17,069,947	233,624,587	15,506,322	196,248,765	280,704,981	16,870,558	237,391,645
Iron and its products.....	4,786,250	709,772	669,355	53,449,169	6,707,297	7,390,071	66,802,201	8,802,828	9,629,949
Non-ferrous metals and their products.....	6,453,843	755,342	2,777,843	72,875,998	12,722,970	35,058,252	86,853,330	15,356,793	41,252,985
Non-metallic minerals and their products.....	2,010,966	210,411	1,102,671	21,448,317	1,579,991	12,706,017	25,727,618	2,170,067	15,256,765
Chemicals and allied products.....	1,459,188	405,966	652,003	14,580,240	3,432,729	6,989,137	17,863,935	4,052,890	8,723,549
Miscellaneous commodities.....	1,026,250	120,974	622,087	12,703,248	1,988,389	7,500,450	16,028,164	3,166,438	8,857,057
Totals, 1928.....	82,564,479	19,536,417	34,352,803	1,032,667,846	360,635,085	396,084,507	1,216,806,590	407,386,546	474,033,350
1927.....	84,094,692	21,701,638	34,907,578	1,068,018,792	400,421,992	388,474,006	1,267,957,849	455,652,542	465,591,463
1926.....	84,718,819	25,285,109	34,521,610	1,115,416,734	453,006,408	397,869,905	1,280,358,661	496,879,741	472,832,864
<i>Exports (Foreign produce)</i>									
Totals, 1928.....	1,863,264	66,542	1,700,227	18,254,847	1,810,353	15,097,911	21,137,006	1,983,078	17,623,580
1927.....	1,171,489	63,742	1,040,040	12,533,477	1,002,783	10,386,772	15,531,769	1,200,835	12,450,794
1926.....	997,012	83,581	775,881	10,346,054	830,531	8,400,906	12,456,690	1,090,706	10,116,452
<i>Excess of Imports (i) or All Exports (e)</i>									
1928.....	(e) 4,921,326	(e) 6,875,634	(i) 16,653,444	(e) 148,427,809	(e) 207,989,228	(i) 167,633,476	(e) 150,124,851	(e) 222,855,818	(i) 214,679,709
1927.....	(e) 6,460,549	(e) 9,517,525	(i) 17,692,571	(e) 234,983,595	(e) 265,212,704	(i) 160,640,968	(e) 266,078,217	(e) 292,217,854	(i) 196,975,983
1926.....	(e) 15,979,689	(e) 13,049,247	(i) 11,571,760	(e) 370,276,783	(e) 318,529,783	(i) 86,331,292	(e) 391,261,363	(e) 334,810,009	(i) 104,307,976

UNITED KINGDOM TRADE CONDITIONS

TRADE COMMISSIONER HARRISON WATSON

London, February 14, 1928.—The trade situation continues to show signs of encouragement. According to a statement made in the House of Commons by the Prime Minister last night, although the number of unemployed still exceeds a million, 90 per cent of the workers of the United Kingdom are now at work, and their standard of life is better than three years ago. Moreover, industry has absorbed 500,000 new workers within this period.

Mr. Baldwin also repeated the explanation that the position varies, both as regards territory and kind of industry. While there remain depression and lack of work in some of the older industries, several new industries have been established recently with encouraging results, and in these latter considerable numbers of unemployed have found work by transfer of their services.

This position is to a certain extent satisfactory. Unfortunately, however, it is in certain of the heavy industries, which have always constituted the backbone of industrial Britain, that the worst conditions exist, and unless and until marked improvement can be effected, of which there is at present no sign, there seems no prospect of these industries securing the market, either home or export, in the absence of which it is impossible for them to be fully occupied.

Upon the whole, however, the overseas trade returns for the month of January testify to a slight improvement. Exports of United Kingdom products mark an increase of nearly £1,000,000 in comparison with December, and of nearly 10 per cent with a year ago, when, however, the country was still recovering from its labour troubles. Were it not for decreased exports of coal, the results would have been still better.

TRADE OF THE UNITED KINGDOM BY COUNTRIES IN 1927

The most interesting feature of the Board of Trade returns for January is the summary which shows the value of the trade of the United Kingdom with the principal countries of the world, and, incidentally, the proportions with Empire and foreign countries respectively. In 1927, although there is little alteration from the position of 1926, the proportion of trade with Empire countries has not increased, and indeed in the case of British exports, shows a decrease of over 2 per cent.

In summarizing, in the following table, the values of the import and export trade of the United Kingdom with the leading countries of the world, attention should be directed to the considerable increase of exports of British products to Germany, which coincided with an almost corresponding decrease in the volume of imports of German products.

As was obvious from interim announcements, there was a heavy decline in 1927 of imports of Canadian products into Great Britain. Simultaneously, however, imports of British products into Canada advanced by 11.5 per cent.

	Imports from		In Millions £'s British Exports to		Re-exports to	
	1926	1927	1926	1927	1926	1927
Russia	24.1	21.1	5.9	4.5	8.5	6.8
Finland	13.3	15.9	2.8	3.2	0.8	0.5
Sweden	21.4	25.3	8.0	9.7	1.3	1.0
Norway	12.2	12.9	6.9	7.5	0.6	0.5
Denmark	48.0	50.0	8.7	9.8	0.9	0.8
Poland	8.5	8.1	2.5	5.3	0.9	0.8
Germany	72.6	59.8	26.3	41.8	20.9	27.6
Netherlands	50.3	44.5	17.9	21.2	4.6	4.8
Belgium	44.9	46.5	14.3	16.5	8.1	8.8
France	59.2	63.5	20.4	23.6	20.2	18.5
Switzerland	13.7	14.4	6.2	7.6	1.6	1.4

	In Millions £'s					
	Imports from		British Exports to		Re-exports to	
	1926	1927	1926	1927	1926	1927
Spain	17.0	18.9	7.2	10.2	0.5	0.6
Italy	15.7	16.8	10.5	13.5	2.0	2.2
Austria	2.4	2.4	1.8	2.4	0.4	0.4
Czechoslovakia	10.9	9.4	1.3	1.8	0.2	0.2
Egypt	25.1	23.7	11.0	12.6	0.2	0.2
China	11.5	12.2	16.4	9.7	0.2	0.1
Japan	7.2	8.2	13.9	15.2	0.3	0.2
United States	228.9	200.4	49.1	45.5	25.8	21.5
Brazil	4.3	4.5	12.6	14.4	0.3	0.3
Argentina	67.5	76.6	23.1	27.0	0.6	0.6
Chile	7.8	7.5	5.7	5.2	0.3	0.2
Total foreign	865.2	852.3	336.2	382.5	101.8	101.0
Percentage of total	69.7	69.9	51.5	53.9	81.1	82.1
Irish Free State	40.9	43.3	34.8	36.1	10.4	9.4
South Africa	19.7	23.4	33.6	32.4	1.7	1.6
India	57.6	65.9	81.8	85.1	1.4	1.3
Australia	61.0	52.8	61.3	61.2	2.4	2.6
New Zealand	46.8	46.5	20.6	19.6	0.8	0.8
Canada	64.0	55.1	26.4	29.3	2.4	2.1
Total British possessions	376.2	367.1	316.9	326.7	23.7	22.0
Percentage of total	30.3	30.1	48.5	46.1	18.9	17.9

TRADE BALANCE IN 1927

In our review of the trade of the United Kingdom last year (see *Commercial Intelligence Journal* No. 1254: February 11, pp. 201, 202) it was mentioned that the British Government had not, up to then, announced the computed value of the so-called "invisible exports" which are included as a credit item in the estimated economic balance sheet which it is customary to publish at the conclusion of each trading year.

To make matters clear, it must be explained that the description "invisible exports" represents the value of a variety of services supplied to the world's trade, mainly in the shape of shipping and foreign investment of capital. As the value of the imports of the United Kingdom always greatly exceeds that of the exports, the total of these "invisible exports" shows the extent to which the trade of the United Kingdom of any particular year is economically solvent.

The President of the Board of Trade has now announced that the estimated value of the "invisible exports" during 1927, after most thorough investigation, is calculated to be £488,000,000, and has simultaneously issued the following statement giving the details of the "invisible exports" for 1927 and the two previous calendar years:—

Balances of Income and Expenditure in the Transactions (Other than Lending and Repayment of Capital) between the United Kingdom and All Other Countries

Particulars	1925	1926	1927
	(In Million £'s)		
Excess of imports of merchandise and bullion	384	475	392
Estimated excess of Government payments made overseas	11	...	...
Total	395	475	392
Estimated excess of Government receipts from overseas . . . . .	...	3	...
Estimated net national shipping income	124	120	140
Estimated net income from overseas investments	250	270	270
Estimated net receipts from short interest and commissions	60	60	63
Estimated net receipts from other services	15	15	15
Total	449	468	488
Estimated total credit (+) or debit (−) balance on items specified above	(+) 54	(−) 7	(+) 96

The practical value of the figures is detracted from by the statement volunteered that the items are in all cases merely estimates, but as the method employed has presumably been the same throughout, the result—according to which a deficit of £7,000,000 has been converted into a credit balance of £96,000,000 in 1927—supports the view that the trade of the United Kingdom was better in 1927 than in 1926.

PROPOSED MARKING OF IMPORTED BOOTS AND SHOES IN THE UNITED KINGDOM

London, February 13, 1928.—The Standing Committee appointed under the Merchandise Marks Act has just published a report recommending that imported boots, shoes, and slippers of all descriptions (with the exception of rubber footwear) should be required to bear an indication of the country of origin at the time of sale or exposure for sale.

It is further recommended that "the goods should be marked by being stamped or impressed in a conspicuous manner on the outer surface of the sole, or in cases in which this form of marking is impracticable, by means of a label securely affixed to the outer surface of the sole."

The Committee, moreover, suggest that their recommendation, if adopted, should not come into force until six months after it is made, or until January 1, 1929, whichever is the later date.

It seems necessary to state, even at the risk of repetition, that the report of the Committee is merely a recommendation, and if adopted, in whole or part, by the British Government, must pass through both Houses of Parliament before the necessary order can be issued.

REVIEW OF THE WEST OF ENGLAND HIDE AND LEATHER TRADE, 1927

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, February 1, 1928.—The year 1927 will long remain in the memory of all connected with the Bristol leather industry, for during the year there was a definite change from the hand-to-mouth policy of buying and from low prices to hectic activity combined with unexpected rises and heavy purchases. The reasons underlying this change read like a romance of business, and it is necessary to go back some fifty years to obtain the right perspective.

The West of England and South Wales at that period had a domestic supply of hides which was quite sufficient for its needs and there was little fear of outside buyers coming into the home markets. Even at that time hides were coming in from South America, Australia, South Africa, the United States, and Canada in small quantities.

THE WEST OF ENGLAND SITUATION FIFTY YEARS AGO

In the period around 1877 to 1880 leather was used chiefly for shoes and harness; the belting trade was small, and there was little or no use of enamelled hides in coach building. These were the days of the carpet bag; leather suit-cases and attaché cases were unknown. In England very little splitting was being done; the United States was the leader in this phase of the work; but there was this great difference between the situation then and now in that both the grain and flesh usually came to the shoe trade, whereas to-day a large proportion of the grains made in splitting do not come to the shoe trade but is

used in heavy quantities for upholstering motor cars. Some idea of the heavy consumption in this trade can be judged from the fact that three hides are necessary for the average touring car.

It is interesting to recall that in Victorian furniture leather upholstery with the smooth surface of leather that one sees in modern furniture was unknown. It was all in folds with a symmetrical array of buttons fastened through to the back. The explanation was the necessity of hiding the joins which were compulsory due to the small-size skins obtainable.

Interviewing an English tanner of long experience in the trade, it appears that fifty years ago two pairs of shoes for men was the regular thing—one pair for week days and one for Sundays—with possibly a pair of carpet slippers. For women the same was usual, with the exception that a pair of cashmere elastic sides were used. To-day, instead of a pair of shoes lasting fifteen years, they are now more likely to last fifteen weeks with their expensive uppers and poor-quality sole leather. Those were the days when workers in England wore clogs and a large percentage of poor people went barefoot. To-day, even the thousands on the "dole" are all comfortably shod.

The above instances are enlarged upon to indicate how the consumption of leather has increased with the changes in mode of living.

FOUR CRISES

Since that period of fifty years ago there have been four distinct periods of shortage of supplies in the leather trade. In three the difficulties were overcome before the situation became acute—in fact, the solution came about unconsciously and the crisis passed unnoticed except by the few. The world is now facing the fourth.

The first crisis came about at a time when all hides in England were shaved over the beam to get the required substance. This made the shops look like a present day carpenter's establishment, littered with leather shavings which were eventually burnt. Before any shortage was actually felt, the splitting machine was invented and instead of one piece of leather, two or three were possible. When it is considered the enormous quantities of splits used for various purposes, it can now be seen what an enormous shortage would have ensued.

Twenty years ago the next shortage came in sight, and a new source of supply was discovered in the sun-dried hides of South Africa, China and Abyssinia. The trouble was averted without the public even being aware of any difficulties.

1927 LEATHER SHORTAGE

To-day, not only the West of England but in fact the entire world is faced with another heavy shortage, which, it is stated, has come about almost unnoticed during the year. Following the slump in 1921, tanners, manufacturers and factors all followed the policy of working from hand-to-mouth and their eyes were closed to the fact that reserves were rapidly becoming exhausted.

The raw hide market this year is simply a long record of advancing prices; Russia and the United States have been heavy shippers and a few figures will indicate altered conditions during the year. In the first week in January, 1927, frigerific (to the layman these would be described as chilled beef hides) River Plate supplies sold at 8½d. to 8¾d. (17 to 17½ cents). By the end of December the price was 13½d. (27 cents). Dried South American hides have risen from 22 cents in January to over 40 cents in December. Other classes of imported hides have advanced in similar proportion. English ox hides went forward from 16 cents at the beginning of the year to 20½ cents in December.

The plain facts of the present situation are that the two raw materials necessary to produce leather—first, hides, have increased in price by 50 per cent over that of a year ago; and secondly, the necessary tanning materials have increased by 30 per cent.

WHY LEATHER PRICES HAVE RISEN

The first and most important reason for increased prices is the fact that during the past five years the consumption of leather throughout the world has been greater than the production. Consumption during the last few years has been sold from accumulated stocks and at exceedingly low prices.

It is estimated that 80 per cent of the cattle hides and skins are merely by-products of cattle which are slaughtered for their meat. Therefore the number of cattle depends entirely upon the demand for meat. Any increase in the balance of the world's supply of hides must come from cattle in distant parts of the world which are slaughtered independent of killing for edible purposes, and in this respect as prices increase collectors will go to further fields to obtain supplies.

The heavier consumption this past year may, to some extent at least, be placed on the fashion of short skirts and on the increased demand for upholstery. Short skirts have definitely increased the demand for quality and variety in ladies' shoes; the United States reports enlarged sales amounting to 25,000,000 pairs this past year. Upholstery in furniture and motor cars has made a still heavier demand upon leather. The estimate is placed at 1,000,000 hides per annum for motor cars alone.

RIVER PLATE SITUATION

A well-known member of the Bristol leather trade has furnished the writer with an estimate of the exports of hides from the River Plate for 1927. These figures clearly indicate that this year Germany will have taken roughly three times the weight of hides taken by the United Kingdom, and that both the United States and Russia have been heavy consumers. In hundredweights the figures are: Germany, 2,400,000; United States, 1,420,000; Russia, 1,100,000; United Kingdom, 870,000; France, 270,000; Italy, 130,000.

In considering the exports from South America to Germany, it must not be assumed that the whole weight of hide will be tanned or worn within her borders. These figures of exports from South America simply apply to the country in which the port of entry is located. Possibly some of the hides included under the heading of Germany will go to Russia as hides. Certainly a great volume will go to Czechoslovakia, where a big tanning trade is being developed.

The River Plate figures are very different from those before the war. Then Germany was taking a much smaller proportion, and Russia direct hardly any. It is only within the last two years that it has been necessary to include Russia separately in the returns. Russia, with a population of 150,000,000 in Europe, is thus an important new factor coming into the hide as well as the tanning materials industry.

CHANGES IN THE TRADE

The method of purchasing South American hides has completely altered within recent years. Formerly heavy stocks were held in European ports and tanners were able to examine, select and buy for their requirements. At the same time there was considerable merchandizing and speculation. To-day these hides are sold direct from the killing establishments to the tanner, the only intermediary being an agent resident in South America who goes and inspects for tanners—usually for groups of tanners. Thus an agent may act for an English group in addition to a United States group.

South American hides are frequently sold before the cattle are killed. As an instance: on November 15 one Bristol tanner was offered Bovril ox of February kill. After the kill the hides would have to remain in salt for 28 days; these would be put on board the steamer in early April and arrive at the tannery at the end of May. The cash for payment must be handed over the day the contract is signed, so that if these hides were bought they would have been paid for a matter of two months before the cattle were killed.

Another illustration may be given of the details of an actual purchase of a more favourable kind in that the cattle were killed before the contract was made. On September 2 last an order was given for 1,000 frigorificos of the kill September 17, 1924. On September 28 payment was made of £2,370. On November 2 declaration that the hides had been shipped and were due at Liverpool from the middle to end of November reached Bristol. These would not arrive in Bristol until early December. The tanner would be fortunate if these were paid for during the ensuing July—ten months after he paid for the hides. This is quoted as a favourable example; and when the hides arrive they have to be taken with all faults.

CURIOUS SITUATION IN THE SHOE TRADE

Boot and shoe manufacturers in Bristol, like those of other centres in England such as Leicester and Northampton, are extremely particular with regard to their upper leathers, and will pay a very high price per foot for findings, glacé kid or reptile skins. West of England tanners say they do not want to make poor leather, but if they make good leather there will be no market for it in the shoe manufacturing trade. The obvious way out of the present shortage is, therefore, to make better leather, but unfortunately the public does not want to pay higher prices nor do they desire long-wearing shoes. So long as manufacturers are faced with this position, they will continue their present policy.

BRANDING

A criticism that is made of both Australian and Canadian hides is that they are badly branded; the brands are both too deep and too large and often the brand mark practically destroys the best part of the hide. South American branding, on the contrary, has an excellent reputation, probably due to the fact that cattle are kept in enclosures.

CANADIAN LEATHER TRADE WITH BRISTOL, 1927

The following comparative statistics of leather imports into the Port of Bristol from all sources with similar figures dealing with Canadian imports only, will indicate what a small proportion of the West of England market is governed by Canadian leather. There is, however, a heavy consumption in this area of leathers which arrive by rail rather than by direct shipment. Canadian direct imports consist almost entirely of sole leather with a certain proportion of patents.

Imports of Leather into the Port of Bristol by Calendar Years

	From Canadian Ports Tons	From All Sources Tons
1924	88	1,362
1925	20	1,701
1926	16	1,541
1927	64	1,388

The abnormal conditions governing this market explain the increase in Canadian shipments. Bristol has never been a large distribution centre for Canadian leather. Nevertheless, despite very keen competition from European

sources, Canadian sole leather has been entering in fair quantities. For various grades, Canadian offerings of sole leather have ranged during the past year from 48 cents to 72 cents per pound c.i.f. Avonmouth, and on this basis they are just comparative in value with English tannings and those from other sources.

Canadian patent leather this year has held its own despite the fact that, in the opinion of certain Bristol importers, Dominion supplies are a little inferior to the best quality German. Canada, however, has a price advantage. Ontario patents, which have a good reputation in this area, have ranged from 30 cents to 45 cents per foot as compared with 40 cents to 52 cents per foot for German supplies.

CANADIAN SOLE LEATHER

One feature of interest has been the continued import of sole leather in spite of the fact that it enjoys no advantage in price over that of British or European origin. This is due to the fact that considerable quantities are imported for use in the manufacture of boots and shoes destined for export to North America, as it is considered that English and European sole leathers will not endure the rigorous conditions, climatic and otherwise, existing in the United States and Canada, as well as sole leather produced in Canada or the United States.

There appears to be considerable interest in sole leather offal. This past week an inquiry has been made by one of the most important leather importers in this area for Canadian quotations. In the past prices for Canadian sole leather offal have been non-competitive here. English bellies sold in July at 19 cents as against present quotations of 34 cents, and shoulders and heads which sold in July at 20 cents are to-day 44 cents per foot.

HIDES

The imports of Canadian hides into this country were nil in 1927. Canada has a very favourable market in the United States, in which at the present time there is a considerable shortage. There appears also to be a shortage in Canada, and in the six months ending September, 1927, imports were 25 per cent greater than exports. There has always been among local traders a tendency to prefer hides from other sources than those from Canada and the United States, attributable to the fact that, as already stated, a large portion of the best part of the hide is injured by branding that is too large and deep.

During the past year attempts were made to introduce to this market Canadian sheepskins which are used very extensively in the tinplate industry. The quality was good, but prices were non-competitive. Could these prices be brought to a competitive basis, there would be a large and steady business for Canadian producers.

LEATHER NOVELTIES

There are many specialty trades in the West of England and Midlands which involve the use of leather, and these include producers of all-leather trunks, belting for industrial purposes, suit cases and fancy leather goods such as ladies' handbags, etc. In the ladies' specialty trade the manufacturers have produced many attractive novelties owing to intensive competition and the decreased purchasing power of the general public.

For specialty leathers in the case of textile belting, it is stated that prices are rather low and there has been free buying as a result. Manufacturers state that generally a substantial increase in the price of finished goods may be expected during the early part of the year owing to the steadily increasing cost of raw materials, and especially for goods in which the material itself outweighs the cost of labour. A specific example is that of English leather trunks and suit cases.

As regards novelties, however, the amount of leather consumed in such articles as handbags is such that the increased price will not retard sales. German competition has almost ceased to exist in such classes of novelties, and once more English articles are on a competitive basis.

Concerning the consumption of so-called leatherette fancy goods, English manufacturers feel that the public in many instances are buying misrepresented articles when these imported goods are purchased. Many of these appear to be solid leather, but upon examination prove to be not much more than fibre with an excellent surface.

To sum up the situation as regards novelties of leather, it can be safely predicted that there will be a general price advance, and that in the main English manufacturers have knocked out foreign goods during 1927.

WEST OF ENGLAND TRADE IN MILLED SCREWS AND NUTS

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, February 10, 1928.—The Bristol office is approached at intervals by Canadian manufacturers of bolts, nuts, and screws, and it may be well to point out the exact position in the West of England and Midlands with regard to this trade.

Canada, in so far as prices are concerned, is in a position to quote rather favourably from Canadian stocks for such items as cap screws, but under existing conditions trade is beset with difficulties for the following reasons. General engineering and motor car works in England are very numerous, and in addition to the extremely important Midland districts they are located as well near London, in South Yorkshire and Lancashire, and in Glasgow.

LACK OF STANDARDIZATION

Every English engineer and every English motor car manufacturer has his own ideas as to what types of screws he will use. This means that often small quantities of particular sizes and lengths are required, and whilst the Whitworth thread predominates, it is found that Metric and special threads are called upon quite frequently. Owing to excessive competition, English manufacturers of screws and nuts lay themselves out to supply these special requirements which are often turned from the bar. In the opinion of one very important Midland dealer, it is yet to be proven that quantities of standard screws can be sold. Most certainly until complete standardization in engineering is effected, the above conditions will prevail to the detriment of imported supplies. One other factor is of course that, with so many different standards and specifications, the cost to the consumer of all articles is definitely increased.

STOCKS IN ENGLAND NECESSARY

Quotations f.o.b. Canadian seaport or f.o.r. inland point Canada are definitely unsatisfactory for this market; in fact, they mean nothing to the importer, wholesaler or manufacturer. Importers and wholesalers in the West of England and Midlands are unwilling to buy stocks from Canada with a view to exploiting the market, as they all state that the business is very well done over here and it is not standard. Canadian firms wishing to test the market will either have to put down their own stocks at a central point in England or supply consignment stocks to importing distributors. Certainly the importer will not run the risk himself.

The writer is inclined to believe that if the trade were not so well cared for by English manufacturers, it would be quite another matter, but the chances of building up a profitable or large business are extremely uncertain under existing conditions.

OTHER CONSIDERATIONS

United States firms are doing a certain trade, and have been established for some years in this market; and they look after the importers very well. It has been observed from prices recently put before them by one manufacturer that the quotation is per 100, whereas offerings in England are per gross. Delivery charges on the Canadian products are an unknown quantity. One firm in this area, in comparing Canadian prices, states that the fact must not be lost sight of that the English works pay all outward carriage charges, give free packing, as well as cash discounts and extra rebates. Importers or representatives of Canadian firms would have to cover all these matters when offering to prospective consumers. To quote the opinion of the above firm:—

There has been a tendency to import goods into this country and to ignore all these allowances and overhead expenses after the goods arrive, with the result that both Dominions and Continental manufacturers find that their goods go off well to start with and gradually fade away. The reason of course is that they do not turn out to be such an economic proposition to handle as appeared at first sight.

In conclusion, it is believed that the best way for this market to be thoroughly exploited for such supplies is to establish central stocks in London with a Canadian manager in charge conversant with the works. From this central point all provincial centres can be covered at regular intervals.

SPECIAL INQUIRIES

The Bristol office occasionally receives inquiries for cup-square-square, or as they are known in Canada, carriage bolts and nuts. The difficulty of handling this business is, however, quite appreciated by the writer, but Canadian firms interested in such inquiries should communicate with the Bristol office. A specific inquiry is for small special cup head bolts with wing nuts. Whether Canadian firms can compete in that class of trade is problematical.

WEST OF ENGLAND DEMAND FOR ASBESTOS AND ASBESTOS YARNS

ASSISTANT TRADE COMMISSIONER LESTER S. GLASS

Bristol, February 10, 1928.—An increasing difficulty in securing supplies of raw asbestos and asbestos yarns has been reported from various sources in this area. Supplies of asbestos have for many years been secured in Canada, and although the use of this substance has become increasingly great, owing to the development of motor transportation, the exports from Canada have remained practically stationary. In 1925 the exports were 7,000 tons; in 1927, 8,000 tons.

Since the Great War new supplies of asbestos have been exploited in Rhodesia and South Africa, which, however, are if anything slightly inferior to the best grades of Canadian asbestos. The preference in this country would appear to be for the Canadian material.

At the present time yarns spun in England from Rhodesian No. 2 crude asbestos have been selling at around 1s. 2d. (28 cents) per pound. The type of yarn used to the greatest extent by manufacturers of brake linings in this country are 2-ply having in each ply a core of brass wire. This wire varies as to gauge, usually being either 34 or 38 and tensile strength of 13 and 9 pounds respectively. Yarns should not contain more than 5 per cent cotton; preferably no cotton.

The more urgent need is for crude asbestos of a spinning quality. The quality suggested is No. 2 spinning crude.

All quotations should be c.i.f. Bristol in sterling for ton lots of 2,240 pounds and accompanied by samples of 1 pound, which in the case of asbestos yarns may be tested for tensile strength and evenness of spinning. It is important that the material should be entirely free from snarls and knots. Supplies are generally shipped in the form of small "cheeses" of about 6 inches long, 5 inches in diameter, and weight between 4 and 5 pounds.

The second largest firm manufacturing brake linings for motor vehicles in the United Kingdom give the above details as to their requirements. (See Trade Inquiries Nos. 184 and 185 on page 365 of this issue.)

TIMBER TRADE OF THE PORT OF BRISTOL IN 1927

TRADE COMMISSIONER DOUGLAS S. COLE

Figures covering the import of timber and wood goods from foreign and colonial sources into the Port of Bristol for the past calendar year as compared with previous years to 1924 inclusive are as follows (in loads): 1927, 138,846; 1926, 129,597; 1925, 124,116; 1924, 117,370.

Part of the increase for the past year may be attributed to purchases made in anticipation of higher prices. As regards the actual proportion of Canadian timber of the above total, the year 1927 shows an increase of from 6,355 loads in 1926 to 10,349 loads for the twelve months ending December 31, 1927.

CANADIAN TIMBER

The market for Canadian timber has been extremely unsatisfactory and sales have been small. The Port of Bristol has been the port of entry for certain quantities of Douglas fir for shipping to London via Avonmouth but for local consumption imports have been negligible. As regards prices, Douglas fir No. 2 Clear have ranged from £22 to £23 (\$107.06 to \$111.93, exchange at par) per standard, in planks, c.i.f. Avonmouth, whilst merchantable quality was £16 to £16 10s. (\$77.86 to \$80.29) per standard.

American pitch pine is the chief wood used for heavy structural purposes such as harbour work, etc. The Port of Bristol Authority specifies American pitch pine. Prices for American pitch pine averaging 16- to 18-inch squares have been in the vicinity of 159s. to 167s. (\$38.68 to \$40.63) per load, whilst smaller dimension timber of 9 and 10 inches ranges in price from 145s. to 150s. (\$35.27 to \$36.49) c.i.f. United Kingdom port. This big timber in Bristol is used almost exclusively for harbour work.

Sales of Quebec spruce have been moderate throughout the year, and prices have been quite firm, ranging from £16 to £20 (\$77.86 to \$97.33) and up according to grade per standard c.i.f. Central European competition has been exceedingly keen in the sale of whitewood which has greatly diminished the sale of spruce.

By far the most active prospects are for the sales of British Columbia Douglas fir for railway sleepers, and already considerable contracts have been obtained for the forthcoming year by one Vancouver exporter. This phase of export trade has developed far beyond that of regular grades of timber.

GENERAL CONDITIONS

The trade in timber has been of a somewhat fluctuating nature. The Government subsidy having been decreased in the matter of house building has of course been reflected in the demand for timber, but the erection of several large business and other commercial buildings, and a better demand for wood goods for industrial purposes, has afforded some compensation.

THE OUTLOOK

Stocks at the close of the year would appear to be larger than usual, but judged by sales which shippers are reported to have already effected in this country and the Continent, they may be looked upon as well bought.

Some small increase in production in Russia seems to be almost certain and exports will, it is believed, be offered at an earlier date in 1928 than has usually been the case in recent years. Prices it is thought will advance, opening above the top price for 1927, which are about 20s. (\$4.86) above the opening prices.

The Finnish market has been very active, having sold, it is estimated, 200,000 standards to which the leading markets have largely contributed.

Swedish shippers will no doubt hold to their usual quantity, estimated as being between 250,000 and 275,000 standards, prices being probably slightly advanced. Provided shippers do not make the mistake of a further rise in prices, there are good grounds for looking forward to a firm and profitable market during 1928. Stocks on hand may be looked upon as a good investment.

BRISTOL AS A TIMBER DISTRIBUTION CENTRE

The position of Bristol as a distribution centre largely hinges on port charges and transport costs. Port charges, in turn, depend upon labour costs which are undoubtedly high. Efforts have been made during the year to introduce a piecework system at the port for handling wood goods, but unfortunately these steps have not been met with approval on the part of the men.

In regard to transportation costs, the probable effect upon the wood trade of the port of the inauguration as from January 1, 1928, of a new system of railway rates is still obscure. Bristol has hitherto enjoyed a favourable position in comparison with other ports, by reason of the possession of a low class rate to a very large number of stations. Up to the present the railway companies have not met the situation in a manner which has given satisfaction to the traders, but further representations are being submitted by the timber traders of the port.

Shipping companies operating from Canadian ports list all ports in this area as "outports". There is a difference of from 5s. to 10s. per standard in rates between Bristol as compared with Liverpool and London, which naturally reacts on the timber trade of the port. While this is an excellent consuming area for timber, direct shipments to Bristol and Cardiff have not been very heavy.

CERTAIN NORTH OF ENGLAND COMMODITY MARKETS IN 1927

TRADE COMMISSIONER HARRY A. SCOTT

GRAIN AND FLOUR

Liverpool, January 30, 1928.—There was quite a large business in wheat transacted on the Liverpool futures market during 1927. At the beginning of the year there seemed ample supplies of wheat to last until the new crops were harvested, and traders were looking forward to large and cheap supplies from January onward. While the expected imports did not fail to arrive, wheat was not cheap from January to June, and in Liverpool there was a steady rise during this period of from five to six shillings per quarter. No. 1 Northern Manitoba, which stood at 54s. 9d. per quarter at the beginning of January, was valued at 56s. 6d. by the first of February and further gains were recorded until the top figure of 60s. 3d. was reached in early June. The United States winter wheat crop then came on the market, and it was subsequently found that in spite of unfavourable sowing weather the spring wheat crops in Canada and the United

States were large, with the result that prices dropped steadily until October, by which time Manitoba parcels were quoted at as low as 53s. During the remaining months of the year prices fluctuated within narrow limits, the chief factors being the outcome of crops in the Southern Hemisphere. The two successive poor harvests in Europe made large imports imperative during 1927, with of course a resultant effect on the important future market in Liverpool. It was not generally realized at first how poor the 1926 crops were, but the deficiency became clearer as buying continued steadily month after month.

The year was very unsatisfactory for flour importers, as apart from a comparatively good year for low-grade Argentine flour, the market for imported varieties was again seriously affected by competition from home mills and, generally speaking, mills in this country also experienced dull trade. Flour importing has unfortunately been in a depressed state at this port for some considerable time, and there are now only a limited number of firms left in the business. The high-water mark of importation was reached in 1899 with 2,000,000 sacks, and by 1914 this had fallen to 300,000 sacks. For the five years ending in 1926 imports averaged in the neighbourhood of 329,000 sacks, and in 1927 arrivals were 344,000. Liverpool is the largest milling centre in Europe, the capacity of all Merseyside mills reaching 990 sacks (280 pounds) per hour, and in round figures it is estimated that these mills use 24,000,000 bushels of wheat annually. The output of the flour industry in this country has been developed far beyond consumptive capacity, and this has created extreme competition among home millers, and seriously handicapped the sale of imported flour. On three or four occasions during the past year bakers bought freely, the bookings in some instances being for three or even six months' supplies, but it is reported that the prices accepted by home millers for such contracts are invariably from two to three shillings per sack below general market quotations, and it is generally considered that the position of the milling trade as a whole would have been much worse if it had not been for the good prices obtained throughout the year for mill offals, which enabled millers to continue accepting such extremely low prices for flour. The only period in the year when imported flour, including Canadian, made any real headway in this market was during April and May, when a fair business was reported in export patents at prices ranging from 42s. at the beginning up to 44s. 6d. per sack c.i.f. Liverpool at the end of May. Subsequently, sales were very slow. Australian flour also enjoyed a fair trade in the spring months from 37s. 6d. up to a top price of 41s. 6d. This flour by December was quoted at around 36s., and higher prices are looked for during 1928 on account of the short crop in Australia. There was only a limited business done during the season in American soft winter flours. On the other hand, a fair quantity of Kansas hard winter flour was sold during the season at prices which were considerably below current offers of export patents from Canada. In addition to the above two grades of American flour, there is a more or less regular trade enjoyed on this market for certain well-established brands from Minneapolis, and while the trade done in 1927 was disappointing, taking American flour as a whole, the unofficial statistics of imports show that shipments from United States ports to Liverpool during 1927 amounted to 104,500 sacks of 280 pounds as compared with 45,400 sacks of flour from Canadian ports. Australia is credited with 85,600 sacks, during the year under review, and imports from the Argentine and Uruguay are given as 85,400, the bulk of which consists of low-grade Plate flour, to which reference has already been made. Before the war importers could offer Canadian export patents to the bakers at from 6d. to 1s. under home-milled straights. On the recent basis of prices, it cost an importer 37s. per sack c.i.f. for export patents from Canada, which means about 39s. on the quay. Allowing any reasonable profit to the handlers, Canadian flour is not

competitive on this valuation with home-milled straights, which could be purchased recently for 36s. or less, ex mill. As against this price difference, the better yield given by Canadian flour must be taken into consideration. The future outlook for Canadian flour in this district depends a great deal on the ability of home millers to continue offering the competition referred to above. Meanwhile, it is understood that few if any millers enjoyed better financial results in 1927 than in the two preceding years.

Below are given unofficial figures showing the imports of grain and flour to this area during 1920, the five-years average ending 1926, and for the calendar year 1927, as follows:—

Imports of Grain and Flour into Liverpool since 1920 (,000 omitted)

	Wheat Bushels	Flour Sacks (280 Lbs.)	Barley Bushels	Oats Bushels
1920	41,664	896	3,058	5,450
Five years' average ending 1926	40,187	329	1,603	2,483
Year 1927	42,876	344	1,073	1,488

The following table indicates the sources from which Liverpool drew its supplies of wheat during 1927:—

Imports of Wheat into Liverpool during 1927

	Bushels (60 Lbs.)
United States	18,837,600
Canada	8,363,200
South and East Africa . . . . .	.....
Australia	5,804,100
India	1,675,600
Black Sea and Mediterranean	3,600
Argentine and Uruguay	8,078,100
Other countries	114,000
Total	42,876,200

In studying the above table, it must be remembered that large quantities of Canadian wheat are shipped through United States ports and also that a certain quantity of grain grown in the United States is shipped via the port of Montreal.

BUTTER

Features of the butter trade during 1927 were the increased exports of Continental butter to this country, much reduced shipments from Australia, and, as far as Liverpool was concerned, a complete absence of butter from Canada. In addition to liberal supplies of Danish butter—which brings a premium over all other varieties in the North of England on account of its established reputation and regularity of supply—Sweden, Finland, Russia, and Holland all shared to an increasing extent in the British market. Irish butter, although showing only a small increase over the previous year, also enjoyed a good demand. During the season of heavy Continental and Irish production, Danish butter was being retailed at 1s. 8d. per pound and Irish at 1s. 6d. The result of this comparatively cheap price was that imports from these sources went steadily into consumption on arrival, and during this period New Zealand butter was to some extent neglected and placed in cold storage. The accumulated quantities of this butter in storage, however, were less than in the previous year, and the autumn and early winter demand satisfactorily absorbed these supplies. During the period of regular importation Irish butter was being sold at around 145s. per cwt. on spot Liverpool, and Danish made on an average about 15s. more. An important factor in the marketing of New Zealand butter and cheese during the year was the withdrawal of price control on these two commodities by the New Zealand Dairy Produce Control Board

CHEESE

Imports of Canadian cheese into Liverpool were substantially lower during 1927 than in the previous year, and the smaller arrivals from the Dominion had to compete against an even more regular supply of New Zealand cheese, the imports of which extended over most of the year with diminishing quantities during the autumn months. Importers found the spot prices for Canadian cheese almost continually below replacement values. Canadian cheese has a very satisfactory reputation in this district, bringing on an average of three to four shillings per hundredweight better than the New Zealand, depending on the season of make, and it is hoped that market conditions will allow more liberal offerings to English markets in 1928. Continuity of supply is an important factor to be considered, and in this connection it has recently been reported that some of the multiple retail shops have been concentrating, to an increasing extent, on New Zealand cheese, which they were able to offer regularly to their customers at reasonable prices. During the twelve months ended December 31, 1927, 164,321 boxes of ordinary Canadian cheese arrived at Liverpool in comparison with 222,765 boxes during the corresponding period of 1926, thus showing a reduction of over 58,000 boxes. In 1927, 41,417 bundles and 11,135 cases and cartons of processed cheese were imported to Liverpool from the Dominion as compared with 7,095 bundles, cases and cartons in 1926. An interesting development during the year was the establishment of a system of grading and marking of Cheshire cheese, and gratifying progress was reported by the Cheshire Cheese Federation in its recent statement of the first six months' working of the scheme, as it is claimed that several thousand hundredweight of graded cheese have been disposed of in home markets which had been lost for several years. The marketing of this domestic cheese has a certain effect on the sale of imported makes in the North of England during the season of production, particularly in the West Riding of Yorkshire.

BACON

Owing to the continued very large supplies of mild-cured bacon available from the Continent, including Denmark, Holland, Sweden, and the countries bordering on the Baltic, both Canadian and American bacon had another very unsatisfactory year in the North of England markets. Packers in the Dominion were not able to meet the extremely low prices taken by Continental producers. On the other hand, Ireland was better able to hold its own against Continental countries, and production was considerably increased during 1927. In view of the competition referred to, it is not surprising that the price of bacon during most of the year was considerably lower than in 1926. Canadian Wiltshires, in bales, which opened the year at around 82s. per cwt. on spot Liverpool, reached their highest point in September, when they were sold at 110s., and touched their lowest figure in December at around 70s., finishing the year at 80s. Danish bacon was quoted at 84s. at the beginning of 1927, touching a high level of 116s. in September along with other descriptions, and, after going as low as 76s. in December, finished at around 81s. Swedish and Dutch prices averaged 4s. to 6s. below Danish. During 1927 only 26,258 boxes and 34,047 bales of Canadian bacon arrived at Liverpool as compared with 47,126 cases and 45,481 bales in 1926, and 75,812 cases and 40,133 bales in 1925. It is unfortunate that Canadian bacon shipments to this country have so seriously fallen off in recent years owing to economic conditions, in view of the excellent reputation which it enjoys in the British market. From the information available at time of writing, it is generally considered that Continental prices have now touched their lowest point, which last week was reported at 68s. for Swedish and Dutch and 75s. for Danish. It is thought that Denmark will con-

tinue to ship liberally to this market, but that peak production in that country has now been passed. Sweden, Holland, and the Baltic States are likely to ship less, although it is thought that Russia may be able to increase her output during the coming year.

The following are unofficial estimates of the stocks of provisions in the port of Liverpool on December 31, 1927, in comparison with November 30, 1927, and December 31, 1926:—

	Dec. 31, 1927	Nov. 30, 1927	Dec. 31, 1926
Bacon (United States and Canadian)Cwt.	18,849	19,322	44,698
Hams (United States and Canadian)Cwt.	2,883	4,091	21,057
Shoulders (Canadian)Cwt.	191	198	551
Butter (all countries)Cwt.	2,242	5,107	5,502
Cheese (full shapes) Canadian and United StatesBoxes	28,782	27,817	25,303
Cheese (full shapes) Australian and New ZealandCrates	319	27	1,668
Cheese (full shapes) 50 pounds and underBoxes	66	10	44
Cheese (manufactured)Lbs.	12,476	8,245	23,112
Lard (prime steam western)Tierces	473	705	717
Lard (Imported pure refined lard, in tierces, firkins, or other packages)Tons	780	776	1,803

EGGS

On the whole, 1927 was a more satisfactory year for the egg trade in this market than 1926. The usual seasonal decline in the spring took place, and Irish eggs for this market were put into cold storage at from 11s. 6d. to 12s. 6d. per 120. These eggs were disposed of in the fall and early winter at prices ranging, on an average, from 15s. 6d. to 17s. 6d., with the last few hundred boxes bringing as high as 17s. 6d. During the autumn months supplies of good-quality South African and Argentine eggs came in and were disposed of at from 16s. to 18s. and from 15s. 6d. to 17s. respectively. Although one or two inquiries were made by shippers during the season, there were no arrivals of Canadian eggs reported at Liverpool. There were some small purchases made toward the end of the summer of one well-known brand of American cold-stored eggs, on the basis of around 15s. c.i.f. Liverpool. Heavy quantities of Polish, Russian, and Egyptian eggs were imported during the year.

POULTRY

The heavy imports of Russian poultry, the quality and grading of which has considerably improved in recent years, kept prices on this market at a level which made competition from Canada and the United States difficult during 1927, and imports from both countries were much lower than during the previous year. Russian poultry was offered at the beginning of the season at around 1s. 1d. per pound, but as arrivals became heavier prices dropped to as low as 11d., and the season closed around 1s. to 1s. 1d. Holders of English and Irish poultry had to dispose of their stock during the spring and early summer at prices ranging from 1s. 1d. to 1s. 3d. The limited quantities of American poultry which came forward brought from 1s. 2d. to 1s. 4d. for average qualities. Demand for American was principally for weights of 42 to 48 pounds per dozen. The bulk of the Russian poultry averages from 30 to 36 pounds. So far as can be learned at time of writing, there will be plentiful supplies of poultry from Russia during the coming year.

HAY

During 1927 it is estimated that over 189,000 bales of Canadian hay arrived at Liverpool, in comparison with 126,000 bales in 1926 and 131,000 bales in 1925. The past season was chiefly notable for the substantially increased

demand for Canadian hay during the latter half of the year owing to the generally poor crops harvested throughout the North of England. The continued cold weather experienced during May and June retarded the growth of the English crop, and added to this harvesting was carried on under extremely bad conditions by reason of the continued rainfall. The result was that although the crops garnered in some districts were fairly plentiful as regards quantity, the quality was in many cases badly damaged. While this condition had the effect of increasing the demand for Canadian hay of good quality, considerable quantities of badly damaged English hay, which farmers had to dispose of, tended to force all prices downwards. From August onwards the monthly shipments of Canadian hay to Liverpool were very much larger than in normal seasons, and during the fall months there was far too much Canadian hay shipped to both Liverpool and Manchester on consignment, with the result that these markets were overloaded and prices showed a serious decline. Average prices reported during October and November were from 82s. 6d. to 85s. per ton c.i.f. Liverpool. There seemed to be plentiful supplies of Irish hay for this market during the season. Hay was also brought in from Scotland and the Isle of Man at competitive prices. It is reported that there have been large stocks of Canadian hay lying at this port during the last three weeks and that sales have been exceptionally slow, with the result that business from winter ports has been very much restricted. Consignment shipments are accordingly not recommended.

CATTLE

The importations of Canadian cattle to Birkenhead and Manchester during 1924, 1925, 1926, and 1927 respectively have been as follows:—

Birkenhead

	Fat	Store	Total
1924	27,695	22,406	50,101
1925	17,339	24,890	42,229
1926	7,028	31,452	38,480
1927	288	3,588	3,876

Manchester

	Fat	Store	Total
1924	2,772	7,835	1,067
1925	9,786	12,527	22,313
1926	5,734	5,338	11,072
1927	528	482	1,010

The figures given above will indicate the extent to which this trade has fallen away. No Canadian cattle have come to either of the above ports since April, 1927, and the heavy business being done with the United States would seem to preclude the likelihood of any renewal of shipments to this market for the present.

LOST BUSINESS OPPORTUNITIES

The Trade Commissioner at Glasgow reports that he often writes to Canadian firms submitting inquiries for goods in which they are interested. The Canadian exporters frequently reply, requesting that the inquirer should call on their agents in Scotland. The reverse should be the case. That is to say, the Canadian firm would be well advised to have their agents promptly call upon the inquirer, so as to make absolutely certain that the opportunity for getting the business is not lost entirely, which might otherwise be the case.

SOUTH AFRICAN PREFERENCES ON GOODS SHIPPED VIA AMERICAN PORTS

TRADE COMMISSIONER G. R. STEVENS

Cape Town, January 25, 1928.—Each year, with the close of navigation at Montreal, complaints are received from South African importers with reference to Canadian exports which are shipped through American ports with incomplete documents.

The South African Customs authorities are quite willing to grant preferential rebates upon goods shipped through American ports if they have proof of continuous transit. They will not, however, grant such preferences if Canadian goods have been supplied ex American stocks, or even if they have been shipped ex foreign bond.

It is therefore essential that the Canadian exporter who uses American routes should supply proofs of continuous transit. This can easily be done through the attachment of the inland freight note to the invoice. This freight note is sufficient proof to satisfy the South African Customs. Its omission, however, will result in the goods in question paying the maximum instead of the preferential rate. Naturally South African importers are annoyed when forced to pay maximum rates upon goods of preferential origin. Every Canadian shipper therefore who routes his goods through other than Canadian ports, should under all circumstances complete his documents, the attachment of these proving continuous transit.

AUSTRALIAN GOLD YIELD, 1927

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 26, 1928.—The official figures of the Australian gold yield for 1927, which have just been made available, indicate that the output of the mines continue to shrink, although production for the period does not show so great a contraction as in previous years.

The State of Victoria, which before the discovery of gold in Western Australia was the largest producer, shows a decline of 10,540 ounces fine, and Western Australia a decline of 48,993 ounces, while Queensland increased by 24,747 ounces. Increased working costs and the absence of new discoveries are responsible for the diminishing yields, but recent developments in New Guinea are very promising. The yield in that country for 1927 is estimated in value at £185,000.

The following is a comparison of the yields of Australia for the past three years:—

	1925	1926	1927
	Oz. Fine	Oz. Fine	Oz. Fine
Victoria	47,296	49,078	38,538
New South Wales	19,422	19,435	18,032
Queensland	44,332	9,086	33,833
Western Australia	440,818	437,343	408,350
South Australia	780	780	1,200
Tasmania	2,800	3,707	5,104
	<hr/> 555,448	<hr/> 519,429	<hr/> 505,057

AUSTRALIAN WOOL STATISTICS

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, January 26, 1928.—The National Council of Wool-selling Brokers of Australia has issued the following statement in regard to the 1927-28 wool season from July 1, 1927, to December 31, 1927:—

Centre	Received in Store Bales	Sold Bales	Shipped Bales	Balance in Store Bales
Sydney	971,883	560,924	4,954	406,005
Brisbane	218,595	135,985	1,324	81,286
Victoria	528,984	304,224	2,167	222,593
Adelaide	232,834	154,764	5,073	72,997
West Australia	145,994	82,766	1,867	61,361
Tasmania	32,548	2,570	356	29,622
	2,130,838	1,241,233	15,741	873,864

In addition to the above sales, there were 22,833 bales of the 1926-27 clip carried over and also sold during the same period. The number of bales of the 1927-28 clip received in store shows a decrease of 80,575 bales, as compared with the number of bales of the 1926-27 clip received during the corresponding period of 1926, but as the average weight per bale of greasy wool in 1927 was 306.24 pounds against 322.01 pounds in 1926, it is evident that the actual shortage is much greater than the number of bales stated.

The Council further advises that the average price realized for greasy wool from July 1, 1927, to December 31, 1927, over all centres was 18.38 pence per pound or £23 14s. 1d. per bale.

NOTES ON NEW ZEALAND'S DAIRY INDUSTRY*

ASSISTANT TRADE COMMISSIONER PAUL SYKES

V

Dairy Farm Stock and Equipment

DAIRY STOCK

Auckland, January 28, 1928.—An outstanding feature of the dairy stock of New Zealand is the predominance of the Jersey breed. Not only do these cattle outnumber all other types of pure-bred stock combined; the Jersey blood is also outstanding among the crossbred herds of the Dominion.

The annual enumeration of live stock of January 31, 1927, showed the total number of cattle in New Zealand as 3,257,729, slightly more than one-third of the estimated total for Canada. Some 500,000 of these were animals under one year old, another 1,400,000 were primarily beef cattle, while the remainder, approximately 1,350,000 animals, made up the adult dairy herds of the country. Excluding the purely beef types, the total number of pure-bred cattle as enumerated in 1924, the last year in which a detailed census of live stock was taken, was some 48,000, of which 28,554 were of Jersey strain, 8,177 Friesian, 7,288 Shorthorn, and 3,832 Ayrshire. Jersey blood also predominated in over 883,000 crossbred dairy cattle, while crossbred milking Shorthorns numbered 774,691, crossbred Friesians 275,268, and all other breeds combined some 60,000.

The breeding of dairy cattle has made great advances in recent years and has been particularly noticeable in comparison with the development in the beef breeds. The latter, on account of the small local demand and high consumption of lamb and mutton, together with the severe competition met in the United

* Former reports in this series were published as follows: "Dairying in the Waikato District," No. 1237 (October 15, 1927); "Dairy Export Control," No. 1243 (November 26); "Export of Dairy Products," No. 1248 (December 31); "Factory Production," No. 1249 (January 7, 1928).

Kingdom market, has shown but little progress. The prosperity of the dairy industry, however, has resulted in a continual growth in both numbers and quality of stock. Increased overseas demand for milk products on the one hand have encouraged the enlargement of dairy herds while a counteracting influence, the increase in land prices, has had the effect of limiting the size of holdings but stimulating the maintenance of only high producing animals. Associations for the promotion of the various breeds of dairy cattle are found throughout the country and are meeting with signal success in improving the standard of the average farm herd. A similar influence is that exerted by the Department of Agriculture through the establishment of pure-bred herds at several of the state experimental farms and to an even greater degree through the encouragement of herd-testing associations. Following the establishment of a model association of this kind as far back as 1910, the beneficial results accruing led to a wide interest in the experiment and shortly afterwards similar associations were formed in all the leading dairying districts. The voluntary efforts of the dairy community in recording the result of systematic tests, combined with a supervision of the Department of Agriculture, are leading to a distinct improvement in the quality of the dairy herds of the Dominion.

DAIRY FARM EQUIPMENT

If the Jersey cow typifies the average unit of production in New Zealand dairy farms, it may also be said that, outside of the cream separator which is now generally accepted as essential to any stock of dairy farm equipment, the milking plant is the outstanding feature of the machinery employed in milk production. An inventory of the appliances used on the ordinary dairy farm in New Zealand would reveal a surprisingly small number in comparison with that used throughout Canada. In fact, if the milking plant, motor and separator be excluded, many New Zealand dairy farms would be found to employ only the ploughs, harrows and drills required to cultivate and seed unbroken land, and to apply fertilizer to grazing areas, the small number of machines required resulting from the system of year-round pasturage and the extensive devotion of all available land to grass production.

There are in use on all farms in New Zealand some 45,000 cream separators, but this number can only be taken as giving a partial indication of the volume of milk-handling operations since large amounts are delivered whole to factories for complete treatment. The total number of milking plants in use as on January 31, 1927, was 17,090, with a capacity of milking 61,195 cows simultaneously. Slightly over 14,000 of these plants, with a capacity of over 50,000, were on farms in the North Island. The third important adjunct of the milk shed of a dairy farm is the electric or other motor required for power purposes. Altogether there were 28,540 power plants in operation on farms last year, of which 18,885 were internal combustion engines, 8,436 electric motors, 784 water wheels and 435 steam engines. This is, however, one phase of the situation only. Five years ago internal combustion engines made up practically 90 per cent of the total number of power plants in operation, while electric motors, 1,339 in number, were of quite minor importance. To-day, although the former are still the most common type of equipment of this kind, their number has remained practically stationary, while electric motors have increased in number to 8,436, an increase of over 500 per cent, and now constitute no less than 30 per cent of the total number of all power-generating units. Water wheels and steam engines are gradually being replaced by more modern types of power equipment.

The market provided by the dairy industry for the various instruments of production has already shown itself to be a valuable one to manufacturers in overseas countries. With a growing specialization in methods and the tendency towards production by smaller units, together with a greatly increased demand for electrically driven equipment, an increasingly important field available for Canadian exporters is apparent.

TRINIDAD MARKET FOR GALVANIZED IRON SHEETS

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, February 2, 1928.—There is a regular demand in Trinidad for galvanized iron sheets. For the past ten years these have been imported in large quantities entirely from the United Kingdom, and obtain a preference of 50 per cent. The duty is 20 per cent ad valorem general tariff, 10 per cent ad valorem British preferential (which includes Canada), plus $7\frac{1}{2}$ per cent surtax on the duty.

Corrugated sheets are always quoted c.i.f. per long ton (2,240 pounds). The lengths required are from 3 to 10 feet in 26 to 28 gauge, and usually 26 inches wide with eight 3-inch corrugations. Sheets are shipped in bundles bound with iron bands, the number of sheets per bundle varying with the length of sheet. Latest United Kingdom quotations are £16 15s. to £17.

A limited quantity of plain sheets are sold, the particular size demanded being 2 feet 6 inches by 6 feet. Present United Kingdom quotations for this type are £17 to £17 5s. c.i.f.

The usual terms allowed by English exporters to first-class firms are fifteen days' sight draft documents on acceptance. Exporters are usually represented by an agent who furnishes a list of prospective buyers to whom shipments are made direct.

MARKET CONDITIONS IN TRINIDAD

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, February 14, 1928.—Throughout January business was very dull, but now that the sugar estates have begun cutting and grinding operations, and with the cocoa crop coming in the situation should readily show improvement. Under the circumstances, the conditions were only to be expected, as the prosperity and purchasing power of the working classes depends upon the cocoa and sugar crops, the first of which is a month or more late due to unfavourable conditions. In the case of sugar, cutting operations had to be suspended for a week due to unseasonable weather, and so far the mills are grinding only their own sugar, so that the peasant proprietors who spend freely have not been able to realize on their cane. The oilfields curtailed production to a large extent, which meant the laying off of a large number of hands. This in turn was reflected by smaller purchases in the retail markets.

The demand for all grades of fishstuffs remained fair throughout January, but with the approach of the Lenten season a decided improvement is to be expected. Good quality extra large and large Nova Scotia cod are scarce, and the continued demand enhanced prices to \$42 and \$40 per drum respectively. Early consignments are strongly recommended.

The flour market continued heavily stocked with bakers' and extra grades. As a consequence, prices obtained by dealers were very poor, so that the demand for supers fell off considerably. Best bakers' grades were quoted at from \$7.50 to \$7.60 per bag; extras, \$6.80 to \$7; supers, \$6.25 to \$6.50.

Supplies of pickled beef were scarce and continue so. Holders are obtaining good prices on their stocks. Prices remain firm at from \$24 to \$36 per barrel, while arrivals have been small with a fair demand. No change in prices from the previous month is recorded. Supplies of French butter continued heavy throughout the month, and in consequence stocks have been disposed of at cost and in some instances below cost. The demand continues fair.

Potatoes moved freely with good stocks on hand. Prices quoted are from \$2.50 to \$2.75 per 100 pounds. Onions are extremely scarce and prices have advanced to from \$11 to \$12 per 100 pounds.

During the month there were further arrivals of lumber, but prices showed no change from December with demand slightly improved. Nova Scotia white pine was quoted at \$70 to \$80 per M feet; spruce, \$70 to \$75; and pitch pine, \$80 to \$85. Latest figures available for 1927 show imports from United States at 8,989,596 feet as against 5,772,885 feet from Canada.

Throughout January the weather was very unsettled, but now is more seasonable. As a consequence grinding operations are in full swing on all the sugar estates, and the yield reported satisfactory.

The bulk of the cocoa received during the month, which showed a fair increase, came from certain districts only and it is feared that the crop in some of the usually most productive sections will be disappointingly small.

AGENCY AGREEMENTS IN THE BRITISH WEST INDIES

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, January 30, 1928.—There appears to be some slackness on the part of many Canadian firms to confirm agency arrangements with representatives in the British West Indies by means of a formal contract or agreement.

If for no other reason than that it is sound business and a protection to both parties in case of dispute a formal agreement should be entered into. In one or two instances of late, this office has been asked to arbitrate, in the absence of any formal agency contract, between principal and agent. Verbal agreements had been made, but when endeavouring to settle the dispute neither party could or would agree as to what they had undertaken in the first instance; and the final outcome was unsatisfactory to all concerned.

Some time ago the Canadian Trade Commissioner to South Africa pointed out the desirability of exporters entering into formal contracts with agents (see *Commercial Intelligence Journal* No. 1162, May 8, 1926), and this office strongly advocates this course being followed, along the lines suggested in the report above referred to.

An agreement need not be elaborate. The simpler the better; but it should contain clauses as to duration of contract, delimitation of territory, remuneration, payment of commissions, storage charges, insurance, terms of sale, samples, cables, advertising, etc. It should be signed and witnessed by the Canadian exporter, and two copies sent to the prospective agent with instructions to have his signature witnessed and return one copy.

INTERNATIONAL SAMPLE FAIR AT MILAN, ITALY

The Royal Consul General of Italy at Montreal writes under date February 20 that the Annual International Sample Fair at Milan will be held this year from April 12 to June 19. The fair has the support of the Italian Government and all the commercial and industrial associations in the country, and judging by the number of applications for entry which have been received, it will rank high among international fairs.

Among the most interesting of the exhibits are those of marine and motor boats, and sails and accessories of all kinds. It is suggested that Canadian firms manufacturing boats or equipment relating to boats might either at this exhibition or in future years participate. Full information regarding the forthcoming fair may be obtained from the Royal Consul General of Italy, Montreal.

CANADA-UNITED STATES TRADE IN 1927

TRADE COMMISSIONER FREDERIC HUDD

New York City, February 14, 1928.—The value of United States exports to Canada in 1927 was \$835,878,000, or 17.4 per cent of the total exports of the United States, as compared with \$738,567,000, or 15.3 per cent of the total exports of the United States in 1926. The excess of exports to Canada over the imports from Canada in 1927 was \$360,800,000 as compared with \$262,686,000 in 1926.

Below is a statement of the lines in which United States exports to Canada showed notable decreases:—

	1927	1926
Pork—		
Ham and shoulders, curedLb.	5,117,333	5,207,072
	\$ 944,450	1,102,518
BaconLb.	4,040,059	4,673,888
	\$ 636,448	821,388
Pickled porkLb.	6,458,916	7,150,354
	\$ 801,158	996,415
SardinesLb.	1,383,790	2,624,301
	\$ 145,778	259,532
Eggs, in shellDoz.	3,229,247	3,793,188
	\$ 1,035,351	1,137,089
Leather—		
Calf and kipSq. ft.	904,824	1,122,046
	\$ 302,315	373,519
Goat and kid upper leatherSq. ft.	3,516,599	3,849,580
	\$ 1,046,276	1,057,838
CornBu.	7,952,208	9,585,377
	\$ 6,465,971	7,402,847
Cottonseed mealLb.	12,073,050	18,864,018
	\$ 192,623	284,087
ApricotsLb.	1,133,306	1,097,209
	\$ 143,487	172,022
Sugar, refinedLb.	3,826,967	5,061,582
	\$ 158,692	219,698
Tobacco unmanufactured—		
Bright flue-curedLb.	13,036,611	13,517,316
	\$ 3,416,018	3,482,316
Dark fired Kentucky and Tennessee . .Lb.	197,486	282,123
	\$ 76,747	94,503
Textiles—		
Cotton, unmanufacturedBales {	263,888	262,571}
	Lb. { 134,600,901	134,495,821}
	\$ 20,878,524	21,438,815
Silk manufactures—HosieryDoz. prs.	51,844	75,640
	\$ 485,546	673,793
Binder twineLb.	6,380,571	18,471,236
	\$ 806,772	2,675,351
Petroleum and products, gas and fuel oil .Bbl.	2,377,177	4,214,008
	\$ 2,864,131	5,386,441
Iron and steel—Semi manufactures—		
Plates, not fabricatedLb.	251,210,535	262,118,413
	\$ 5,592,799	6,360,757
Iron and steel sheets, galvanizedLb.	69,602,064	72,769,839
	\$ 2,793,495	3,143,206
Steel sheets blackLb.	139,440,609	146,072,991
	\$ 4,697,372	5,143,919
Welded black pipeLb.	13,755,594	16,437,687
	\$ 621,561	790,802
Barbed wireLb.	8,016,718	11,484,604
	\$ 273,468	406,932

Notable increases in United States exports to Canada were:—

Dairy products—		
Milk, evaporated (unsweetened)Lb.	602,606	613,604
	\$ 73,912	69,500
CheeseLb.	423,618	247,896
	\$ 126,911	73,834
LardLb.	15,389,136	12,582,764
	\$ 1,978,812	1,874,017

Leather footwear—		
Men's and boys	Pr. 159,940	150,283
	\$ 376,443	335,591
Women's	Pr. 278,488	247,639
	\$ 1,013,003	786,891
Children's	Pr. 33,074	16,619
	\$ 28,414	14,326
Leather belting, new	Lb. 118,487	116,804
	\$ 129,896	119,849
Undressed furs	\$ 6,585,293	5,005,673
Grains and preparations—		
Barley	Bu. 10,599,579	2,004,170
	\$ 8,600,324	1,366,437
Rice	Lb. 10,725,161	2,901,993
	\$ 429,251	129,193
Wheat	Bu. 47,949,282	26,327,485
	\$ 67,179,930	37,565,703
Wheat flour	Bbl. 68,036	62,314
	\$ 455,904	451,386
Fruits—		
Prunes	Lb. 20,340,291	20,273,776
	\$ 1,167,573	1,294,416
Canned fruits	Lb. 15,494,588	13,156,741
	\$ 1,515,891	1,382,820
Cottonseed oil	Lb. 50,604,983	27,169,724
	\$ 4,130,540	2,494,122
Rubber and manufactures—		
Shoes	Pr. 73,728	60,876
	\$ 123,883	78,365
Tires	No. 23,734	14,869
	\$ 342,013	257,231
Tobacco and manufactures—		
Dark Virginia	Lb. 283,492	19,941
	\$ 96,073	10,158
Cigarettes	M. 116,523	52,136
	\$ 204,287	94,610
Hops	Lb. 3,131,560	2,756,537
	\$ 838,552	719,860
Textiles—		
Cotton cloth:		
Bleached	Sq. yd. 20,510,923	14,131,474
	\$ 1,494,130	1,294,167
Printed	Sq. yd. 9,855,294	8,242,593
	\$ 1,747,725	1,717,237
Piece dyed	Sq. yd. 11,488,258	9,603,230
	\$ 2,003,339	1,907,771
Hosiery (knit goods)	Doz. pr. 481,586	441,591
	\$ 737,590	690,865
Artificial silk hosiery	Doz. pr. 86,584	54,265
	\$ 237,759	171,410
Railroad ties	No. 714,062	539,800
	\$ 807,218	511,880
Oak wood	M. ft. 46,973	42,497
	\$ 3,086,150	2,995,617
Staves	No. 34,228,998	31,059,604
	\$ 1,011,217	695,234
Coal (bituminous)	Ton 13,030,622	12,172,779
	\$ 55,620,645	52,202,634
Petroleum and products—		
Lubricating oil, red and pale	Bbl. 250,905	188,790
	\$ 2,384,232	1,841,111
Galvanized wire	Lb. 32,374,437	26,517,705
	\$ 1,187,503	1,017,740
Office appliances—		
Typewriter-bookkeeping billing machines	No. 547	341
	\$ 246,154	88,518
Typewriters	No. 15,473	14,026
	\$ 832,593	807,566
Printing presses	No. 403	330
	\$ 1,596,274	1,122,493
Harvesters and binders	No. 6,204	4,072
	\$ 1,005,554	742,599
Wheel tractors	No. 15,747	8,173
	\$ 12,420,972	6,823,648
Motor trucks and busses (except electric)	No. 4,253	3,047
	\$ 5,773,078	4,132,167

	1927	1926
Passenger cars (except electric)No.	34,300	25,396
Parts of, except tiresNo.	\$ 26,423,826	20,232,619
Automobile parts for assemblyNo.	90,467	69,194
Automobile parts for replacementNo.	\$ 10,060,206	8,395,814
RodsLb.	29,582,537	25,565,895
	\$ 4,919,754	3,604,024
	16,639,221	11,517,562
	\$ 2,375,690	1,717,545

IMPORTS FROM CANADA

Imports from Canada in 1927 had a value of \$475,077,000, as compared with \$475,881,000 in 1926. This was 11.3 per cent of the total imports into the United States.

The more noteworthy increases in United States imports from Canada were:—

	1927	1926
Cattle hidesPiece	926,294	809,609
CalfskinsPiece	\$ 6,469,171	4,334,571
Wool, clothingLb.	1,311,767	1,123,047
Wool, combingLb.	\$ 2,104,567	1,538,674
Newsprint, standardLb.	2,872,877	1,451,031
Iron oreTon	\$ 866,501	421,831
Unrefined copper in pigs, bars, etc.Lb.	6,071,304	3,366,610
CattleNo.	\$ 1,673,984	1,031,975
Binder twineCwt.	3,551,504,615	3,313,717,595
ApplesBrl.	\$ 118,731,001	111,924,211
Furs, total	26,079	16,984
Leather, unmanufactured, total	\$ 96,392	59,831
Meats, total	51,480,389	44,961,092
Farm implements	\$ 6,530,357	6,138,634
	283,004	158,295
	\$ 12,921,819	4,892,956
	70,545	31,028
	\$ 838,388	418,777
	64,253	22,758
	\$ 316,179	112,090
	14,175,297	11,895,949
	\$ 7,532,365	6,347,769
	12,187,570	5,497,507
	\$ 4,019,966	3,618,804

Notable decreases in United States imports from Canada were:—

	1927	1926
Sulphite wood pulpTon	350,910	378,917
Nonferrous metals—copper, ores, etc.Lb.	\$ 23,397,895	25,792,785
Lead, ore and matteLb.	51,034,520	55,680,308
Copper, total	\$ 5,412,896	7,161,276
Fish	5,135,925	11,107,404
WheatBus.	\$ 293,443	669,067
HayTon	12,913,615	13,233,982
	\$ 13,541,091	14,687,716
	7,733,906	8,183,559
	\$ 9,819,549	11,110,080
	127,515	384,217
	\$ 1,311,273	3,661,725

LUMBER AND LUMBER PRODUCTS

The total value of products manufactured of wood imported into the United States from Canada in 1927 decreased. The volume and value of the imports of chemical and mechanical pulp were lower, which is indicative of the growing extent to which the completely manufactured product is being exported from Canada. This is emphasized by the increase in the value and volume of newsprint imported into the United States from Canada: 34,968,000 cwt. valued at \$114,041,000 in 1927, against 32,557,000 cwt. valued at \$106,758,000 in 1926.

With the exception of pulpwood and logs, the total value of the imports of all classes of unmanufactured wood in 1927 decreased, as compared with 1926. Imports of pulpwood into the United States from Canada were 1,541,769 cords valued at \$15,702,000 in 1927 as against 1,391,000 cords valued at \$14,067,000 in 1926.

DAIRY PRODUCTS

There was a marked decrease in the imports of milk and cream into the United States from Canada in 1927, due largely to the embargo on shipments from certain Canadian centres. The imports of fresh milk and cream were: 7,717,000 gallons valued at \$7,848,000 in 1927 against 9,258,000 valued at \$8,571,000 in 1926.

Imports of butter and cheese show a marked increase, being as follows: butter, 3,307 cwt. valued at \$122,000 in 1927, against 2,877 cwt. valued at \$91,800 in 1926; cheese, 133,000 cwt. valued at \$2,530,000, against 117,000 cwt. valued at \$1,992,000.

PIANO INDUSTRY IN THE UNITED STATES

ASSISTANT TRADE COMMISSIONER JOHN H. ENGLISH

New York City, February 17, 1928.—Interesting changes have taken place in certain lines of the piano manufacturing industry in the United States during the past few years. With the increased prosperity of the country has come an increasing demand for the more expensive types of pianos and this has resulted in turn in increased production. Of all types of pianos manufactured in this country—which include uprights, upright players, grands of various kinds, and automatic and electric machines—increases in production have occurred along certain marked lines. Consumption in the United States in 1923 was valued at \$99,300,000, and for 1925 at \$89,500,000, figured on the following basis:—

	1923	1925
Imports	127,000	289,000
Production	104,351,000	93,677,000
	<hr/>	<hr/>
	\$104,478,000	\$93,966,000
Less exports	5,165,000	4,470,293
	<hr/>	<hr/>
Home consumption	\$ 99,313,000	\$89,495,707

The most outstanding increase in production over the year 1919 was recorded in Baby Grand player pianos, which increased from 2,034 in 1919 to 12,884 in 1925. The regular manual Baby Grands also showed a substantial increase by some 2,000 units over 1923, as did Concert Grands and automatic and electric pianos. Upright models, in both the manual and the player types, suffered set-backs in manufacture amounting to 50,886 for the former and 22,260 in the case of the latter. Upright players of the reproducing type lost ground to the extent of 6,012 from 1919.

These declines may be due either to the changing demands and fancies of the public or to the re-entry into the market of foreign firms which were cut off as a result of the war. Unfortunately the import statistics do not show in detail the nature of the piano imports but merely class them all as "pianos and organs."

During this ten-year period it is also interesting to notice that the number of piano manufacturing establishments in the United States declined from 255 in 1914 to 142 in 1925, the last year for which the census of manufactures figures are available.

In 1926 the imports of pianos into the United States increased by \$15,627 over the preceding year, the total figures being \$304,817 in 1926 and \$289,190 in 1925. It is impossible to tell from the information available what types of instruments these were. At any rate, Canada was the chief source of imports in each year, supplying goods to the value of \$257,488 in 1926 and \$234,964 in the previous year. The following were the principal sources of supply:—

	1926	1925
France	\$ 6,201	\$ 6,993
Germany	18,204	16,904
Italy	5,289	15,970
United Kingdom	15,841	10,839
Canada	257,488	234,964

The market for imported pianos in the United States is very limited owing chiefly to the high customs tariff of 40 per cent ad valorem. However, the statistics do show that there is a large market for pianos in other parts of the world, and that United States manufacturers are securing a good share of the business. It would also appear that Canadian-made instruments should be able to compete with those made in the factories of this country, especially in countries where Canadian goods are granted a tariff preference over those of United States make.

PACKING

One of the chief difficulties in the export of pianos to distant countries is that of adequate packing in order to protect the sounding box of the instrument from injuries due to atmospheric changes which it must necessarily undergo on an ocean voyage from (say) Canada to the southern hemisphere. The larger piano houses in the United States have made a special study of packing, and as a result have brought it to a high state of perfection. The method generally in vogue is to use a heavy wooden case strong enough to withstand the weight of the instrument and the rough handling, and to have this tin-lined to protect the piano from damage from dampness, steam, etc. Cottonwool packing is also inserted between the case and the instrument to prevent scratching, and in some cases the piano is bolted securely to the case. Many large firms here have found the best method of dealing with the dangers of long sea voyages is to pack each piano in a hermetically sealed tin-lined case with proper padding and supports to ease any jars to which it might be subjected. However, it is stated that Canadian pianos are, generally speaking, packed in a manner to withstand injury.

Although inquiries among indent houses and export commission houses located in New York have been made, very little interest has been shown and the possibility of utilizing these agencies in the developing and increasing of Canadian exports of pianos has not been particularly promising up to the present. However, inquiries are occasionally received and in most cases they specify that the instruments have such features as metal tubes (for players) rather than rubber, laminated pinlocks, standard actions, etc.

Under the prevailing conditions it would seem to be more productive of immediate results if Canadian manufacturers would approach the countries in which they are specially interested direct. At the same time, the New York Office will be glad to place available information before interested New York indent houses on behalf of any Canadian firms who might care to forward catalogues and export price lists to this office. While, as pointed out above, there appears to be no immediate interest displayed by New York indent houses regarding Canadian pianos, in the interests of future business it would be valuable to prepare for demands by supplying each interested house with up-to-date information regarding Canadian sources of supply, together with com-

plete details. Lists of New York indent houses and foreign commission agents dealing in musical instruments are available for bona fide Canadian firms making application to the Trade Commissioner, 44 Whitehall street, New York City.

For purposes of study and comparison, the production figures for all classes of pianos for the years 1919, 1923, and 1925 are given in the following table:—

Production of Pianos in the United States

	1919	1923	1925
UprightUnits	138,171	105,748	87,285
Upright playerUnits	29,397,000	21,675,000	16,874,000
Upright player (reproducing type)Units	166,091	170,549	143,831
Upright player (reproducing type)Units	\$ 49,277,000	46,296,000	38,167,000
Grand—BabyUnits	11,488	12,658	5,476
Grand—BabyUnits	\$ 4,068,000	4,649,000	2,193,000
Baby playerUnits	17,973	38,024	40,357
Baby playerUnits	\$ 8,652,000	16,101,000	16,244,000
ParlourUnits	2,034	6,769	12,884
ParlourUnits	\$ 1,711,000	5,429,000	8,360,000
Parlour playerUnits	2,172	5,899	9,170
Parlour playerUnits	\$ 1,110,000	3,835,000	5,433,000
ConcertUnits	125	2,753	2,699
ConcertUnits	\$ 119,000	3,084,000	3,631,000
Automatic and electricUnits	87	666	579
Automatic and electricUnits	\$ 54,000	932,000	453,000
	3,511	4,539	4,303
	\$ 1,435,000	2,380,000	2,322,000

Despite the decrease in production shown in the above table, both imports into the United States and exports from the United States have shown some increase in recent years. In 1925 exports from the United States numbered 15,114 player pianos valued at \$4,470,293 and 5,473 other kinds with a declared value of \$1,247,566. This would indicate an average value of \$295 for each player exported and \$228 for each other kind. The figures for the following year, 1926, are 17,976 players valued at \$5,156,326 and 5,055 others valued at \$1,128,370. Average prices for these would be \$286 and \$223 respectively, or slightly less than for the preceding period. Altogether in the year 1926 the United States exported pianos to over forty countries. Australia in both 1925 and 1926 was by some margin the best customer of this country for this type of musical instrument, taking pianos valued at \$2,359,314 in 1925 and \$3,018,816 in 1926. Player pianos were responsible for the greater proportion in each year. The next best customer of the United States was Mexico, which is credited with taking \$901,261 worth in 1925 and \$723,044 in 1926. Cuba, Argentine, and Venezuela each took large quantities as well, and Canada was responsible for buying these goods to the value of \$320,491 in 1925 and \$465,008 in 1926.

The following is a statement of the exports to the principal markets for pianos of United States make in the years 1925 and 1926:—

Exports of Pianos from the United States to the Principal Countries

To	Player 1926	Other 1926	1925
Belgium	\$ 8,810	\$ 1,775	\$ 4,782
France	11,200	5,810	4,100
Greece	5,209	17,258	6,905
Italy	49,055	17,640	20,294
Portugal	25,157	2,424	3,329
Spain	59,304	5,168	6,372
United Kingdom	12,075	11,955	52,061
Canada	236,466	228,542	183,970
Guatemala	32,524	1,697	1,007

Exports of Pianos from the United States—Concluded

To	Player	Other	
	1926	1926	1925
Panama	13,873	15,182	13,927
Salvador	30,516	1,546	1,578
Mexico	632,284	90,760	134,013
Newfoundland	1,243	14,307	13,326
Cuba	175,392	105,097	143,073
Dominican Republic	14,562	5,818	9,566
Argentina	256,035	41,094	45,538
Bolivia	38,382	2,571	5,462
Brazil	26,274	25,035	22,287
Chile	36,941	7,120	3,298
Colombia	72,618	6,077	3,270
Peru	89,118	7,621	9,606
Venezuela	252,270	10,667	2,805
Uruguay	35,815	20,488	17,878
Japan	13,109	35,374	22,285
Philippines	14,542	17,973	11,570
Australia	2,680,339	338,477	391,790
New Zealand	124,413	3,455	34,255
British South Africa	79,876	12,551	9,945
Canary Islands	13,257	1,448	1,120

UNEMPLOYMENT SITUATION IN NEW YORK STATE

ASSISTANT TRADE COMMISSIONER JOHN H. ENGLISH

New York City, February 23, 1928.—With unemployment in New York State hovering around the 500,000 mark, the situation is considered serious. In a report prepared at the request of the Governor of the State, Alfred E. Smith, the Industrial Commissioner for the State indicated that at the present time there is existent a condition of unemployment that has not been experienced since 1921. In preparing his survey, the Commissioner co-operated with all the social service organizations, trade associations and Government agencies within the State. The index of employment has been dropping since the spring of 1926. In December, 1927, the employment index was below that of December, 1921, and in January, 1928, there was a further decline of 2 per cent, bringing the index below that of January, 1921.

In New York City a serious unemployment situation exists particularly for the coloured population. The Urban League reports that while in January, 1927, they had 365 applications for every 100 jobs, in January of this year the applications had increased to 1,075 for every 100 jobs. The Sixth Avenue agencies for hotel and restaurant workers report a stream of applicants in and out all day long with no available jobs, although they are willing to work for any wages. The Commissioner of Licenses reports that in the commercial employment bureaus in the city the demand for workers is 10 per cent less, while the number seeking work is 10 per cent greater. Other organizations report similar conditions. The Amalgamated Clothing Workers, with a membership of 45,000, state that 15,000 of their association are out of work, and the President of the State Federation of Labour reports similar conditions in all organizations in the federation, with the exception of the United Hat Workers, who are in better condition than for some time past.

Six up-state cities with a population of 1,258,000 are stated to have between 65,000 and 70,000 persons out of work, and there is evidence of further decline in employment. In Buffalo, with a population of 538,000, there are between 35,000 and 40,000 unemployed. Conditions in the chemical industry, metal and machine groups, foundries, steel mills and building trades are below normal. Automotive operations and flour milling are reported to be in fairly good shape, while 40 per cent of the leading building trades workers are idle. Relief agencies figures in Buffalo show that for the first time since 1921 the

City Mission has organized a bread line feeding 200 daily. This is also true in most other cities of the state, where it is reported relief associations are taxed to the limit by pleas for assistance. In Rochester there are reported to be about 10,000 idle. In the men's clothing industry, the fourth largest in the country, about 50 per cent of the workers are idle, with a similar percentage of unemployed in the bricklaying and carpentering trades. Heavy unemployment exists also in Albany, Syracuse, and most of the up-state cities.

Widespread laying off of the least fit workers is one of the most distressing features in the present unemployment situation. The unfortunates most badly affected include those with physical disabilities, those who must combat racial prejudices, and those with least special training.

As a result of the serious condition of affairs, Governor Smith of the State of New York has asked the co-operation of the cities in dealing with the condition by commencing at the earliest possible moment all municipal works which under ordinary conditions would not likely be started until later on in the spring. The State Government departments have also been instructed to expedite any construction work now pending. As a result, approximately \$31,000,000 will be appropriated immediately by the State for the construction of highways. State buildings and improvements with expenditures amounting to several millions of dollars are to be undertaken at once in New York and Buffalo, where the Industrial Commissioner reports conditions to be worse than elsewhere. It is hoped that by these means distress will be relieved until the coming of spring when business expansion usually takes place. In commenting upon the Governor's move to aid the situation, the *New York Sun* says editorially: "There is not the slightest reason to believe that the present conditions will be permanent. The country is in an unemployment slump because it has been compelled to take up more or less economic slack. That process is working itself out. All forms of outdoor occupation are at their lowest ebb at this season and this tends to congest workless men in the cities."

FINANCIAL AND COMMERCIAL CONDITIONS IN BRAZIL

FRANK KNIGHT, OFFICE OF THE TRADE COMMISSIONER

Rio de Janeiro, January 31, 1928.—Advance returns of the foreign trade of Brazil for the ten months ending October, 1927, show the weight of imports in metric tons as 4,598,000 against exports of 1,649,000 tons for the corresponding period last year, leaving an unfavourable weight balance of 2,949,000 tons. In sterling value, however, the balance is reversed, and shows imports to the value of £65,462,000 against exports amounting to £70,818,000, leaving a balance of £5,356,000 in favour of exports.

Dealing only with sterling comparisons, this balance does not compare favourably with the same period in 1926, which was in favour of exports by over £11,000,000. The favourable sterling balances for the four years 1922 to 1925 were as follows: £19,937,000, £22,641,000, £26,766,000, and £18,432,000. It is interesting to note, however, that the monthly sterling balance in favour of exports has shown appreciable increases in August, September, and October respectively as follows: £1,486,000, £1,770,000, and £2,968,000. Nevertheless the general outlook is none too favourable having in view the resources obtainable from trade necessary to meet the ever-increasing liabilities abroad. It is not anticipated that the November and December favourable balances of exports over imports (expressed in sterling) will exceed those of September and October.

Brazil's exports are limited to a few main items, coffee accounting for over 70 per cent of the total. The decline in sterling value of the principal exports

for the whole year 1927 from the ports of Rio and Santos is shown by the following table extracted from *Wileman's Brazilian Review*:—

	1926	1927
Coffee	£60,852,000	£57,878,000
Manganese	945,000	535,000
Meat	170,000	578,000
Sugar . . . . .	.....	16,000
Cotton	64,000	92,000
Rice	37,000	25,000
Hides	271,000	531,000
Lard . . . . .	.....	2,000
Sundry	10,000	8,000
	<hr/> £62,349,000	<hr/> £59,665,000

It will be seen from the above that the principal loss (expressed in sterling) was in coffee. This loss is accounted for almost entirely by the fall of exchange, which affected the sterling price of coffee exported, and a greater increase in the volume of imports over that of exports.

EXCHANGE

The average exchange for the whole of 1926 was $7\frac{3}{16}$ d. to the milreis, while in 1927 it was only $5\frac{2}{32}$ d., which explains to a large extent the less favourable balance of trade reported above.

Rates have ruled fairly firm throughout the month of January (1928), and continued unchanged at $5\frac{3}{32}$ d. In view of the Bank of Brazil's strong position, the market has been controlled with ease owing to the large resources at its disposal. Money has continued tight throughout the month, a number of banks paying $8\frac{1}{2}$ per cent and some still offering 9 per cent per annum for three months' deposits.

COFFEE

The price movement in Santos spot 4's has shown little variation since the end of October, though slight increases are noted. Latest quotations for Santos spot 4's are firming up from $21\frac{1}{2}$ cents to 22 cents per pound c. and f. New York.

Next year's coffee crop is expected to show a considerable decrease. From records of invoices which have passed through this office, there is evidently a growing market in Canada for Brazilian coffee.

BUSINESS CONDITIONS

During November and December business continued without any marked changes.

The paper market has continued inactive. Toy and fruit sales were brisk during the Christmas period, but slackened off during January. Flour was dull and prices rather below the average except on higher qualities, the market carrying larger stocks than usual. The market for imported leathers has been well maintained and business is likely to be more active in the not distant future.

Automobiles have shown no excess in sales over the previous months, but owing to the necessity of taking out 1928 licenses, reports in November and December were favourable. A topic of general interest during January has been the display of the new Ford models, which have been elaborately advertised. Before the trade can make rapid strides in the form of increased sales, better roads are necessary. Radio equipment is showing signs of becoming more popular, and although competition is keen, a well-known Canadian make of apparatus appears to be finding prospects encouraging.

General business conditions in the south of Brazil have been dull, as also in the north, the latter due to drought which is reported to have damaged the sugar, tobacco, and cocoa crops in the Bahia district. Further north, however, conditions are reported more favourable on account of slightly higher prices for Pará rubber with normal export demand and increased receipts.

From a survey of recent ships' manifests of New York sailings to Brazil, general machinery and hardware, electrical goods, and leathers are arriving in appreciable quantities.

CODFISH

Statistics showing various imports of codfish into the port of Santos for the year 1923 to 1927 have been obtained from an importer and are shown by the following table, which is interesting:—

Total Entries of Codfish into Santos

	Canadian	Norwegian	Scotch	German	French	Coastwise	Total
1923	22,607	23,672	....	....	....	416	46,695
1924	20,640	53,893	....	....	....	709	75,242
1925	21,567	38,000	13,983	2,392	....	291	76,233
1926	22,519	63,299	37,894	343	550	6,558	131,163
1927	25,254	61,356	43,780	1,680	3,500	1,849	137,419

The estimated stock in Santos on December 31, 1927, was 7,500 cases. Canadian entries for that month were 4,000 cases. In Rio stocks were estimated at 11,000 cases.

The following are latest spot prices for Scotch and Norwegian codfish: Scotch—"Especial", 145\$000 to 150\$000; "Superior", 140\$000 to 145\$000; "Saithe", 110\$000 to 115\$0000 (whole), 56\$000 to 58\$000 (half). Norwegian—"Imperial", 152\$000; "Regular", 140\$000 to 143\$000.

The market is reported strong with a tendency for spot prices to go still higher.

TRADE NOTES ON CURAÇAO

TRADE COMMISSIONER JAMES CORMACK

Havana, January 31, 1928.—No report on Venezuelan trade, such as has been recently published in the *Commercial Intelligence Journal*, can be considered complete without some mention of the Dutch West Indian island of Curaçao. It is the principal of the group of three islands which lie about 60 miles off the north coast of Venezuela opposite to and between the ports of Coro and Puerto Cabello. The other two islands are Aruba and Bonaire, the former an important oil refining centre. Curaçao has a population of 50,000, and an area of 210 square miles; it is some 40 miles long and about 5 miles broad. It is administered by a Governor appointed by Holland, having his residence in the capital city of Willemstadt. The land is not fertile; and this, coupled with excessive heat and insufficient rainfall, makes cultivation of any kind almost impossible. The goat is the only animal that seems to thrive. The inhabitants are thus dependent on imports for practically all their requirements.

POPULATION

Outside of Willemstadt there are relatively few inhabitants. The population is mixed and consists of three races: the Dutch, the Jews (mostly Spanish and Portuguese), and the negroes. The line of demarcation between the three is very distinct. The Dutch are the official and governing class, the Semites look after commerce, and the negroes do the manual labour of all kinds. The first-mentioned are strict, stolid and efficient, governing in an

economical way, and constantly endeavouring to keep down the cost of living which with the phenomenal rise of the oil-refining industry has had a tendency to increase out of all proportion to salaries. The customs tariff is kept very low, and on that account there is much buying done by transients of such products as scents, liqueurs, and cigars. The commercial community is exceedingly shrewd, buying keenly and intelligently from many sources, and on the whole possessing an unusual amount of business integrity. Some of the larger firms are very strong and wealthy. On the other hand, some of the smaller firms have expanded too rapidly on insufficient capital to be able to survive a period of trade depression such as occurred last year with the curtailment of Maracaibo's purchases. The negroes have become strong seafaring men of a very fine type, who build and sail trim schooners or flimsy dugouts with considerable skill. They speak a language or patois known as *papaminto*, which seems to be based largely on Spanish. While Dutch is the official language of the island, Spanish is much more commonly used, but the commercial community appear to be international in the matter of language, and usually know English well. Currency too is quite international, the banks being willing to convert notes or cash of all countries with very little discount. The monetary system of this island has a unit of a florin (roughly 40 cents), which is equivalent to the Dutch guilder and is divided into 100 centimes, of differing denominations.

BANKS

Curaçao is authorized by the Government of the Netherlands to establish banks issuing bank bills by giving concessions to them. Only one bank, the Curaçaosche, is thus government-controlled. The following is a list of the banks in the island:—

- Curacaosche Bank (circulation bank only).
- Curiel's Bank (general).
- Curacaosche Hypotheekbank (mortgages only).
- Hollandsche Bank voor West-India (general banking business).
- Maduro's Bank (general banking business).
- Spaaren Beleenbank (savings bank).

The Hollandsche Bank has branches in many parts of the Caribbean area, including Maracaibo. New York foreign exchange quotations rule on the Curaçao market.

LOCAL INDUSTRIES

There are few of these, and they do not affect the import trade to any appreciable extent. The chief industry is, of course, oil refining. The Caribbean Petroleum Company has a fleet of 16 tankers with a capacity of 1,800,000 barrels monthly, which carry crude oil from their Maracaibo Lake terminals to be refined in Curaçao by the Curaçao Petroleum Company, also of the group of Anglo-Dutch Shell interests. The Lago Petroleum Company carry 30,000 barrels daily to Aruba, where their refining is done. The former company has four new tankers on order. This would seem to indicate the faith of the companies in the future necessity for carrying oil to the Curaçao refinery.

COMMERCIAL SIGNIFICANCE OF CURAÇAO

Even if the oil refining industry in Willenstadt were to cease, it is probable that the port would continue to be an important distributing point for goods. The port dues have been kept very low, and goods for transhipment pay no import duty or other charges. There is an outer and inner harbour, running inland for about a mile, which is navigable for the largest steamers and is kept in good condition by the Netherlands Colonial Government. In the meantime the port is used for transhipment of all European goods bound for Maracaibo,

and some for other ports and countries as well. Nearly all ships passing through the Panama canal call there for coal or fuel oil, and it is a great clearing house for commercial information and meeting place for commercial men.

The Venezuelan Government has, however, to a large extent prevented the merchants of Curaçao from doing a wholesale trade in Venezuela on a large scale by imposing a 30 per cent surtax on imports from the island. Venezuela, on the other hand, makes free and constant use of Willemstadt for transshipment of her export products coming from Maracaibo district, and from the Venezuelan and Colombian territory tributary to it. The wholesale trade therefore done by the merchants of Curaçao is largely confined to supplying the other neighbouring Dutch West India Islands where practically no direct importing of supplies is done. Their retail trade is relatively large and steady. The city has only a population of about 20,000, but there is a steady demand for supplies for ships and transients, as many lines of goods are cheaper there on account of the low import duties. The stores are up-to-date and compare well with those of any other port on the Caribbean mainland.

THE TRADE

The statistics of imports published by the Government are insufficiently detailed to be of much guidance, and are not available for a later year than 1925. The total value of imports shown in that year was 70,507,241 florins, as against 51,189,100 florins for the previous year. The following are the published imports of the island in florins for the calendar years 1924 and 1925, with a column showing the increase:—

Commodity	<i>Imports</i>		
	1925 Florins	1924 Florins	Increase 1925 Florins
Automobiles.. . . .	239,332	198,403	40,929
Gin	168,865	124,974	43,891
Wood (for building houses, ships, etc.)	311,068	248,666	62,402
Clothing (ready-made)	245,801	119,849	125,952
Coffee	177,045	99,333	77,712
Manufactures	1,358,806	1,071,938	286,868
Wheat, flour and rye	553,949	461,511	92,438
Machinery (electrical)	96,339	20,525	75,814
Gasoline	61,400	16,001	45,399
Crude oil	46,742,622	29,691,133	17,051,489
Shoes	541,009	302,514	238,495
Cigarettes	259,817	215,833	43,984
Steam coal	1,301,097	1,123,535	177,562
Rope	102,021	51,761	50,260
Canned goods	396,216	321,231	74,985
Paints (in general)	160,474	84,938	75,536

There is a marked decrease in the following commodities:—

Commodity	Decrease		
	1925 Florins	1924 Florins	1925 Florins
Cement	40,963	106,150	65,187
Rum	2,564,263	3,126,480	562,217
Machinery, apparatus, tools, etc. . . .	28,250	111,737	83,487
Wood for boxes	90,500	157,909	67,409
Machinery for all kinds of industries	1,342,490	1,444,812	102,322
Residue oil	553,139	684,843	131,704

Flour Trade.—The market normally requires about 1,000 bags of flour per month. Most of it comes in 98-pound sacks, but for the bakers, who consume about one-third of the total, it is packed in 200- or 202-pound bags. The market buys largely on price. The larger bakeries use mostly spring wheat flour, while for home cooking and pastry making winter wheat flour is preferred. The market is accustomed to receiving quotations on three grades of flour, spring wheat, winter and Kansas soft.

Textiles.—There is a good market for cotton textiles of the kind usually sold in tropical countries. They constitute over 50 per cent of the imports trade. English cotton prints are a big import. Knit cotton underclothing and stockings sell well among the lower classes. There is a good market for silks.

Ship Chandlery.—A considerable trade is done in ship chandlery as becomes a seaport on a busy route, and having low rates of import duty. Coal, rope and cordage, chain, paints and the like all sell well.

SHIPPING DOCUMENTS, SAMPLES, ETC.

There are no special consular documents required in shipping to Curaçao, the ordinary commercial invoices being sufficient for customs purposes. The same applies to marking and packing. Parcel post packages up to 22 pounds weight are received. Advertising matter is free of duty as are samples of little or no commercial value; others are rated at invoice values. Exports from the United States to the Dutch West Indian Islands are valued at about \$4,000,000; the range is very varied. Individual orders are small, but there is plenty of room for increasing Canada's share of the trade. The writer will be pleased to advise exporters who are interested in the market. Lists of importers are available at the Department of Trade and Commerce, Ottawa. H.M. Vice-Consul at Willemstadt has also kindly offered to assist Canadian exporters who may care to write to him direct.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING FEBRUARY 27, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending February 27, 1928. Those for the week ending February 20, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending	
			February 20, 1928	February 27, 1928
Britain	£	\$4.86½	\$4.8866	\$4.8891
Belgium	Belga	.1390	.1395	.1396
Czecho-Slovakia	Krone	.....	.0296	.0296
Finland	Mark	.0252	.0252	.0252
France	Fr.	.1930	.0393	.0394
Holland	Florin	.4020	.4030	.4033
Italy	Lire	.0526	.0530	.0530
Spain	Pes.	.1930	.1696	.1691
Portugal	Esc.	1.0805	.0500	.0490
Switzerland	Fr.	.1930	.1927	.1929
Germany	Reichs Mk.	.2382	.2391	.2392
Greece	Dr.	.1930	.0133	.0132
Norway	Kr.	.2680	.2666	.2668
Sweden	Kr.	.2680	.2689	.2690
Denmark	Kr.	.2680	.2684	.2685
Austria	Schilling	.1407	.1412	.1412
Japan	Yen	.4985	.4690	.4692
Siam	Tical	.3709	.4575	.4575
India	Rupce	.3650	.3662	.3662
United States	\$	1.0000	1.0018	1.0017
Mexico . . . . .	\$	.4985	.4880	.4880
Argentine Rep.	Peso (Paper)	.4244	.4278	.4285
Brazil	Mil.	.5462	.1205	.1205
Jamaica	£	4.86½	4.8700	4.8700
British Guiana	\$	1.0000	1.00½—1.02½	1.00½—1.02½
Barbados	\$			
Trinidad	\$			
Dominica	\$			
St. Kitts	\$			
Grenada	\$			
St. Vincent	\$			
Tobago	\$			
China	Taël	.....	.6356	.6343
Batavia, Java	Guilder	.4020	.4020	.4020
Peru	Libra	4.8665	3.9100	3.9100
Singapore, Str. Settlement . . .	\$	.5678	.5700	.5675

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

177. PROVISIONS.—An agent in Vienna, Austria, wishes to act as a representative for Canadian exporters of all kinds of provisions, canned goods, spirits, etc.

178. PROVISIONS.—A firm in Vienna, Austria, wish to represent Canadian exporters of honey, canned fish, preserved fruit and other foodstuffs.

Miscellaneous

179. FISH MEAL.—A Liverpool produce firm, with connection among feedstuffs dealers in the North of England, wish to establish contact with a Canadian source of supply for fish meal suitable for pig feeding, etc. Quotations desired per long ton c.i.f. Liverpool. Interested exporters are asked to state their method of packing. Samples and complete analyses statements necessary.

180. FISH MEAL AND FISH OIL.—An agent in Hamburg, who has been acting for Norwegian producers of fish meal and fish oil and who has had considerable experience in this trade, wishes to represent Canadian exporters of these products.

181. NEWSPRINT.—A French importer with extensive connections in the paper trade wishes to represent Canadian exporters of newsprint in spools.

182. PAINTS.—A Midland firm of paint manufacturers desire c.i.f. prices on Canadian supplies of dry colours non-fugitive to sunlight and non-fugitive to carbonates. They also desire quotations on chromium oxide.

183. GALVANIZED WIRE NETTING.—A Midland firm desire quotations on galvanized wire netting for rabbit and chicken runs; sizes, gauges and mesh based according to the English standard list and run of 6 inches by $\frac{1}{2}$ inch (mesh) to 72 inches, 4-inch mesh with gauges from 14 inches to 22 inches.

184. ASBESTOS YARNS.—A Bristol firm desire quotations in 2-ply asbestos yarns with one brass wire in each ply. Two types are desired: (1) with brass wire gauge No. 34, tensile strength 13 pounds; (2) with cord of 38 gauge brass wire, tensile strength 9 pounds. Yarns to contain no more than 5 per cent cotton.

185. RAW ASBESTOS.—A Bristol firm desire c.i.f. quotations on raw asbestos suitable for spinning quality No. 2 crude asbestos.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Ranger, March 7; Canadian Inventor, March 17; Canadian Mariner, March 27—all C.G.M.M.; Metagama, March 15; Marloch, March 22—both Canadian Pacific.

To AVONMOUTH.—Carinia, Anchor-Donaldson March 23.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, Head Line, March 22.

To CARDIFF AND SWANSEA.—Canadian Aviator, March 6; Canadian Rancher, March 24—both C.G.M.M.

To GLASGOW.—Carmia, Anchor-Donaldson, March 23; Bothwell, March 22; Melita, March 29—both Canadian Pacific.

To LIVERPOOL.—Metagama, March 9; Montcalm, March 16; Minnedosa, March 23; Montclare, March 30—all Canadian Pacific.

To LONDON.—Canadian Ranger, March 7; Canadian Inventor, March 17; Canadian Mariner, March 27—all C.G.M.M.; Beaverford, March 10; Beaverburn, March 17; Beaverdale, March 24; Beaverbrae, March 31—all Canadian Pacific; Ariano, March 17; Comino, March 31—both Furness Line.

To HULL.—Ariano, March 17; Comino, March 31—both Furness Line.
 To MANCHESTER.—Manchester Citizen, March 10; Manchester Brigade, March 24—both Furness Line.
 To SOUTHAMPTON.—Marloch, March 15; Marburn, March 22—both Canadian Pacific.
 To HAMBURG.—Beaverburn, March 17; Beaverbrae, March 31—both Canadian Pacific; Queens County, County Line, March 22.
 To HAVRE.—Laval County, County Line, March 15.
 To ROTTERDAM.—Laval County, March 15; Hada County, March 29—both County Line.
 To COPENHAGEN AND BALTIC PORTS.—Maine, Scandinavian-American Line, March 21.
 To ITALIAN PORTS.—Valfiorita, Lloyd Mediterraneo Italian Service, March 10.
 To SOUTH AND WEST AFRICAN PORTS.—Calgary, Elder Dempster Line, March 15.
 To AUSTRALIAN AND NEW ZEALAND PORTS.—Queen Eleanor, New Zealand SS., March 28.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, March 10; Canadian Volunteer, March 24—both C.G.M.M.; Josey, March 9; Invernia, March 23—both Ocean Dominion.

From Halifax

To GLASGOW.—Athenia, Anchor-Donaldson, March 19.
 To LIVERPOOL.—Newfoundland, Furness, Withy, March 17; Albertic, March 5; Regina, March 14—both White Star Line; Meltonian, Leyland Line, March 5.
 To LONDON.—Ausonia, March 12; Antonia, March 26—both Cunard Line; Ariano, Furness, Withy, March 19; Bolivian, March 7; Mississippi, March 21—both Leyland Line; Megantic, White Star Line, March 7.
 To HULL.—Ariano, Furness, Withy, March 19.
 To MANCHESTER.—Manchester Brigade, Furness, Withy, March 12.
 To ST. JOHN'S, Nfld.—Newfoundland, Furness, Withy, March 17; Nerissa, March 13, March 27; Rosiland, March 20, April 3—both Red Cross Line; Skipper, March 10, March 24; Sambro, March 13—both Farquhar SS.; Magna, Newfoundland-Canada Traders, March 8.
 To ST. PIERRE-MIQUELON.—Skipper, March 10, March 24; Sambro, March 13—both Farquhar SS.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., March 24.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Rudner, March 16; Canadian Squatter (calls at Guadeloupe), March 30—both C.G.M.M.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, March 9; Canadian Pathfinder, March 23—both C.G.M.M.; Josey, March 16; Ivernia, March 30—both Ocean Dominion.
 To AUSTRALIAN PORTS.—Canadian Victor, C.G.M.M., March 17.
 To NEW ZEALAND PORTS.—Canadian Transporter, C.G.M.M., March 24.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, March 7; Caledonia, March 21—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Canadian Pacific, March 17.
 To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, Osaka Shosen Kaisha, March 27.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, March 13; Talthybius, April 3—both Blue Funnel.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, March 7; Niagara, April 4—both Canadian-Australasian Service.
 To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Elcajon, American-Australia-Orient Line, March 16.
 To HAVRE, ANTWERP AND BORDEAUX.—Notre Dame de Fourviere, March 10; La Marseillaise, March 24—both Cie. Gle. Transatlantique.
 To HAMBURG, ANTWERP AND BREMEN.—Sachsen, Hamburg-American Line, March 15.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Feltre, Navigazione Libera Triestina, March 9.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nebraska, March 9; Dinteldyk, March 22—both North Pacific Coast Line.
 To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Eemdyk, March 13; Noorderdyk, April 2—both North Pacific Coast Line.
 To KINGSTON, JAMAICA.—Canadian Winner, C.G.M.M., March 21.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1911). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE JOURNAL

CANADIAN TRADE COMMISSIONERS

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E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

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L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (2). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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MR. BLEAKNEY'S ITINERARY

Mr. A. S. Bleakney, Canadian Trade Commissioner to Brazil, in the course of his tour through the Dominion will visit the following cities as under:—

Saint John	March 12 to March 13
Halifax	March 14 to March 17
Montreal.....	March 21 to April 7

Firms who wish to interview Mr. Bleakney should communicate in the case of St. John and Halifax, with the Secretary of the Board of Trade in these cities, and in that of Montreal, with the Secretary of the Canadian Manufacturers' Association.

MR. LANGLEY'S ITINERARY IN ONTARIO

Mr. James A. Langley, Canadian Trade Commissioner to Japan, who is undertaking a tour of the Dominion in the interests of Canadian trade with that country, is in Ontario. The following are the remaining dates of his itinerary:—

Sarnia.	March 13	Kitchener	March 21
London	March 14 to 15	Guelph	March 22 to 23
Woodstock	March 16	St. Catharines	March 26
Brantford	March 19	Welland	March 27
Galt.....	March 20	Niagara Falls	March 28

SUGGESTIONS TO CANADIAN EXPORTERS TO NEW ZEALAND

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, January 30, 1928.—It frequently occurs that Canadian firms, in answering trade inquiries or in writing for information concerning the New Zealand market, supply a negligible amount of data regarding the type, quality or other specifications of their product, prices, discounts, and other facts essential to an estimate of sales possibilities. Unless it happens that the commodity in question and all circumstances surrounding its sale are more or less standard, only two results can follow—a market report must be couched in such general terms as to be of but little value, or further correspondence must be undertaken to obtain more complete information. The former of these must be unsatisfactory from the point of view of the exporter and is only reluctantly undertaken by any importing houses, should any inquiry be received by them directly, while the latter necessitates considerable delay which frequently results in loss of enthusiasm on the part of both parties to any transaction and also to the neglect of opportunities available on comparatively short notice.

It is suggested that Canadian firms contemplating the initiation of business or the development of any new lines in New Zealand should, when writing to the Trade Commissioner, supply all possible information regarding their product and how it may be sold. In the same manner, it would be appreciated (by New Zealand importers as well) if a representative range of samples, amplifying literature if any, and complete price lists with discounts were provided with requests for market information and in answer to trade inquiries.

The loss of time entailed by correspondence, it may be remembered, amounts to at least two months, should any mailed inquiry for information from New Zealand and a written reply be necessary. This item alone is frequently sufficient to seriously damage the opportunity of securing a whole season's trade, but is only one aspect of the general situation in which a more detailed policy with regard to new or increased business in the New Zealand market is suggested.

The following points are given as a few of the outstanding characteristics of market conditions in New Zealand:—

(1) The seasons are opposite to those in the Northern Hemisphere—the months of May to October being (roughly) the winter season and November to April the summer season.

(2) At no time of the year in the principal centres of population do temperatures fall below freezing point by more than a very few degrees. Snow is of rare occurrence.

(3) The market is a small one—the total population of New Zealand is slightly under 1,500,000.

(4) The foreign trade of New Zealand is primarily made up of the export of dairy and pastoral products and the import of manufactured products.

(5) On account of its remote geographical situation, orders for imported requirements are made up and placed with vendors several months before goods are required.

In addition, the following suggestions may be of assistance to exporters:—

(1) Representative samples and complete prices should accompany inquiries *re* market possibilities addressed to the Trade Commissioner or importing firms.

(2) Duplicate copies of answers to trade inquiries should be forwarded to the Trade Commissioner.

(3) The results of contacts with buyers or agents should be placed in the hands of the Trade Commissioner and the Director Commercial Intelligence Service, Ottawa.

THE IRISH FREE STATE IN 1927

TRADE COMMISSIONER F. W. FRASER

Dublin, February 15, 1928.—An examination of the various reports and available statistics dealing with the trend of business in the Irish Free State during 1927 shows that a very definite improvement has taken place, and that on the whole the country may look back with some degree of satisfaction on the progress made during the year. Measured by the usual indices of business expansion, the first half of the year showed little change as compared with the corresponding period of 1926, but the latter half of the year, and more particularly the last three months, witnessed a steady and healthy improvement in all directions.

A satisfactory growth is reported in foreign trade, with an equally satisfactory decline in the so-called adverse trade balance. Bank clearings increased and the railway companies report larger earnings. The low prices received by the farmer for his cattle have had a depressing effect, but the low point appears to have been reached in September last, and prices have since strengthened in all classes of live animals, although still far from satisfactory to the seller. On the other hand the cost of living index, which stood at 182 in mid-January, 1927, has declined to 177 in mid-January, 1928.

AGRICULTURAL SITUATION

The agricultural policy initiated by the Minister of Lands and Agriculture, and comprehended in the Live Stock Breeding Act, the Agricultural Produce (Eggs) Act, the Dairy Produce Act, the Agricultural Credit Act, and the pending Co-operative Act, is slowly but surely bearing fruit, and a decided improvement may be noted in the agricultural situation. The Live Stock Breeding Act came into effect on September 30, 1925, and already between 35 and 40 per cent of the inferior bulls in the country are said to have been weeded out. This improvement in stock is reflected in the noteworthy increase in butter exports from the country, which took place side by side with an increased home consumption and a decline in imports. The Dairy Produce Act, which is designed to improve the quality of Irish butter, and is the logical and natural sequel to the Live Stock Breeding Act, is rapidly fulfilling the purpose for which it was intended, and it is anticipated that the improvement in quality will permit the establishment of a national mark for Irish butter during 1928. Details of the Dairy Produce Act appeared in *Commercial Intelligence Journal* No. 1211 (April 16, 1927).

The cow-testing movement is gaining ground. The number of recognized cow-testing associations in the Free State in 1927 was 230, as compared with 208 in 1926, and the number of cows under test in the associations increased from 53,700 in 1926 to 64,600 in 1927.

Agricultural Credits.—The Agricultural Credit Act, which was passed last May, will come into full operation early this year. The object of this act is to make provision for the formation and registration of a company to be called the Agricultural Credit Corporation Limited, having for its principal object the giving of "credit to persons engaged in agriculture and business ancillary to agriculture, to authorize the giving of guarantees by the State in relation to the capital of such company and securities issued by it . . . and to facilitate the borrowing of money by farmers on mortgages on their farming stock, and to regulate the operation and effect of such mortgages." The capital of the corporation shall be £500,000. The corporation shall be authorized to borrow money on the security of certificates of charge issued by it, which may

be guaranteed by the Minister of Finance. The total amount thus borrowed may not exceed £1,000,000 in any one year, and the total amount owing at any time by the corporation on the security of certificates of charge guaranteed by the Minister of Finance shall not exceed £7,500,000.

Co-operative Act.—The Co-operative Act, which is now being drafted, and which will round out the present agricultural program, will, it is anticipated, be introduced during the present year. This act will provide the rules, regulations, and limits within which the co-operative movement may progress in the Irish Free State. Considerable impetus has already been given to the co-operative movement as a whole by the formation of an organization called the Irish Associated Creameries, Limited. This organization, which was formed last year, has the object of abolishing competition between creameries, to provide cold stores, to secure improved transit facilities, and to generally regulate the sale of butter. The County Cork Farmers' Union has also recently undertaken to market its members' live stock in England, with satisfactory results.

Acreage Under Crops.—Figures recently issued by the Statistics Branch, Department of Industry and Commerce, show a decrease in the area under crops in Saorstát Éireann on June 1, 1927, as compared with June 1, 1926. The total area ploughed was 1,511,199, a decline of 40,248, or 2.6 per cent. The acreage under various crops for 1927, with 1926 figures in parentheses, follows: oats, 644,610 (647,407); barley, 120,796 (141,009); wheat, 34,466 (29,386); rye, 6,055 (6,645); beans and peas, 606 (641); potatoes, 364,639 (374,771); turnips, 183,213 (194,600); mangels, 79,804 (80,839); sugar beet, 17,698 (9,483); cabbage, 30,871 (34,428); other root and green crops, 14,604 (17,921); flax, 5,998 (6,802); fruit, 7,839 (7,515); hay, 2,183,086 (2,287,849). The total area under crops was 3,694,285 acres in 1927, against 3,839,296 in 1926.

Numbers of Live Animals.—An increase in all classes of live animals is reported on June 1, 1927, as compared with June 1, 1926. Numbers of cattle increased by 101,181, or 2.6 per cent. Sheep increased by 117,557, or 3.9 per cent. Pigs showed the largest numerical increase, jumping from 884,216 in 1926 to 1,177,637 in 1927, an increase within twelve months of 33.2 per cent. Numbers of poultry rose by 208,997, or 1 per cent; and horses by 4,310 or 1 per cent.

INDUSTRY

The census of industry begun last year by the Statistics Branch, Department of Industry and Commerce, has not yet been completed, and in the absence of such data it is difficult to gauge the trend of industry as a whole. An examination of the foreign trade returns, however, gives some indication of what has happened in certain lines, which tend to show that industry is participating in the general improvement. In bacon there was a sizeable decline in imports, with a small increase in exports. An increase in wheat imports of about a million hundredweights is coincident with practically no change in flour imports, indicating increased business for the local mills, absorbed by increased home consumption of flour. A significant factor in the situation also is in the large increases recorded in the importation of all classes of animal feeding stuffs, which naturally coincides with increased exports of animal and dairy produce. While increases are recorded in a number of raw materials such as coal, timber, and cement, the importation of manufactured goods on the whole was less than during the previous year.

FOREIGN TRADE

The preliminary trade returns reveal a remarkable improvement in the Free State trade in 1927. The adverse trade balance reached its highest point

on December 31, 1926, at £19,329,000. On December 31, 1927, this figure had fallen to £15,975,000, as against £17,306,000 in 1924, which is the first year for which records are available. Comparing the 1927 figures with the previous year, total exports of Irish produce increased from £40,225,904 to £43,195,979, while total imports declined from £59,230,972 to £59,126,087, and re-exports dropped from £771,333 to £683,577.

The following table shows in concise form the trade with Great Britain, Northern Ireland, and "Other Countries" for 1926 and 1927, from which it will be noted that while imports from countries other than Great Britain and Northern Ireland declined by 1,156,000, exports to those countries increased by £502,000.

Trade of the Irish Free State for the Twelve Months January to December

(Excluding non-dutiable goods by parcels post). Trade by Countries of Consignment.

		Imports	Exports	Re-exports
Great Britain	1926	£38,216,529	£33,590,915	£502,718
	1927	39,215,803	36,559,770	463,646
Northern Ireland	1926	6,158,377	5,330,496	252,507
	1927	6,210,746	4,834,190	193,306
Other countries	1926	14,856,066	1,304,493	16,108
	1927	13,699,538	1,802,019	26,625
Total	1926	£59,230,972	£40,225,904	£771,333
	1927	59,126,087	43,195,979	663,577

Next to Great Britain and Northern Ireland, the United States was the Irish Free State's best customer, purchasing £435,648 worth of Irish goods, and supplying goods to the value of £4,621,189. Exports to Germany were valued at £420,025, and imports therefrom at £1,490,283. Argentina bought only to the value of £3,949, but sold £2,502,741, while Canada bought £45,717 worth and sold to the Irish Free State to the value of £1,199,601.

NATIONAL FINANCE

The outstanding event in the realm of finance was the successful flotation of the Second National Loan, amounting to £7,089,175, with interest at 5 per cent and issued at 97, to yield £5 3s. 1d. per cent per annum. A portion of the loan, \$15,000,000, was sold in New York, and the balance, £4,006,925, was raised at home, and was over-subscribed some days before the date set for closing. The proceeds are to be used for constructive purposes: to finance the Shannon hydro-electric scheme, the Barrow and other drainage schemes, the Agricultural Credit Corporation, and the creamery reorganization scheme.

Free State Exchequer returns for the first nine months of the fiscal year reveal a healthy position, the balance in Treasury on December 31, 1927, being £1,328,113, against £155,061 on the same date last year. Total revenue for the nine months was £17,244,584, or £645,038 less than for the 1926 period, while expenditure amounted to £18,621,591, £17,680 over the previous corresponding period in 1926. The Second National Loan provided the bulk of other receipts, the amount realized from this source up to December 31 totalling £2,858,029.

BUSINESS BAROMETERS

Bank Clearings.—Clearing returns from the Dublin banks amounted in 1927 to £253,817,000, an increase over 1926 of £3,798,000, or 1.5 per cent, compared with a decline during 1926 as compared with the 1925 returns of £19,148,500.

Traffic Returns.—The traffic returns of the Irish railways continue to show improvement. During the ten months ended October 31, 1927, freight traffic on the Great Southern Railways had increased by 10.8 per cent over the corresponding 1926 period. Great Southern Railway net earnings for the year show an increase of £61,210 over 1926 as compared with decreases recorded of £76,036 and £692,934 in 1926 and 1925 respectively.

Motor Traffic.—According to figures recently compiled by the *Irish Times*, the development of omnibus service in the Irish Free State has been remarkable. In 1920 there were 253 motor-stage coaches (trams and buses) in the Dublin area. This number has increased at the close of 1927 to 444, the most of the increase coming under the head of 'buses. There were no taxi-cabs registered in Dublin in 1920, and to-day there are 250, with a corresponding decline in the number of horse cabs and jaunting cars. The number of licensed vehicles in operation in the Free State in 1927 was 44,389 as compared with 32,927 in 1923. As elsewhere, the rapid increase in motor bus traffic is adversely affecting railway passenger earnings.

Unemployment.—According to figures published by the International Labour Review at Geneva, the number of unemployed in the Irish Free State in November, 1927, as represented by the number of insurance books deposited, was 25,586, as compared with 26,984 in November, 1926. While this figure does not pretend to represent the *actual* number of unemployed persons in the country, it may be taken as correctly reflecting the number of unemployed in the insured industries.

Cost of Living.—The following are the cost of living index numbers for Saorstát Éireann since 1923, as compiled by the Department of Industry and Commerce:—

(Basis: July, 1914 = 100)

Year	Saorstát Éireann			
	January	April	July	October
1923	190	181	180	186
1924	188	178	183	193
1925	195	188	188	188
1926	188	180	182	189
1927	182	171	171	175
1928	177	...	...	...

It will be noted that a decline of 5 points is recorded in mid-January, 1928, as compared with mid-January, 1927, but an increase of 2 points over October, 1927, this latter being due to seasonal changes in food prices.

EMIGRATION

Emigration figures for 1927 just published show a decline in the number of emigrants of Saorstát nationality from Saorstát Éireann to countries out of Europe and not within the Mediterranean area. The following table gives details for the past four years:—

Year	Total Emigrants	United States	Country of Destination		
			Canada	Australia	Other Places out of Europe
1924.	19,077	12,016	5,237	1,138	686
1925.	30,180	26,431	1,858	1,076	815
1926.	30,041	26,063	1,989	1,267	722
1927.	27,148	23,793	1,814	1,036	505

MARKET FOR ELECTRIC DOMESTIC APPLIANCES IN THE NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, February 21, 1928.—A scheme has recently been proposed which will involve the expenditure of £395,000 for the purpose of increasing the available supply of electrical energy and improving the existing facilities for its distribution in the Liverpool Corporation area in order to meet the growing demands from consumers. It is reported that 1,563 new consumers were connected during November last in Liverpool alone.

While this scheme is not being put forward by the Central Electricity Board, it has been prepared in accordance with the broad plan of development for the whole of Great Britain in connection with the Electricity (Supply) Bill of 1926, so that while it will relate primarily to this area, it will ultimately be a contributing portion of a consolidated scheme embracing the country as a whole under which Great Britain is divided into a number of inter-connected power zones under unified control. The large number of different systems, varying frequencies and voltages now used in this area, require a multiplicity of types of plant and apparatus, enhance the production costs of electrical energy, and so militate against its wide use by the public in general. The ultimate aim is standardization. To attain this end, in regard to frequencies, it is proposed to limit the main frequencies to 50 (standard), 40, and 25 cycles per second and in addition to encourage the switching over from direct to alternating current systems. The latter, it is estimated, will cost for the Liverpool Corporation area £2,000,000 to £3,000,000, due largely to the scrapping of existing mains, a considerable portion of which have been but recently laid. As regards voltages, approval has been given to the adoption of 6,600 volts, 11,000 volts, 33,000 volts, 49,500 volts, and 66,000 volts in connection with 3-phase 50-cycle alternating current systems of supply.

GROWING DEMAND FOR ELECTRICITY

The growing demand for electricity in Great Britain is evidenced in the increased capacity of generating stations, 98 per cent of which are steam generating plants, the estimated capacity being 4,421,602 kw. in March, 1927, a figure double that of 1920. Further, the gross supply of electric current to consumers from publicly owned plants, which was 3,512,000,000 units in 1920-21, or an average consumption of 82 units per head of population, increased to 5,723,000,000 units in 1926, or an average consumption of 130 units. Sales of electricity for power purposes increased during this period by 50 per cent and by 113 per cent for domestic and lighting purposes. It is estimated the total consumption was 200 units per capita for 1924, the latest period for which figures are available.

Important economies have been effected in production costs, the average consumption of fuel declining (coal, coke and oil, expressed as equivalents of coal) from 3.42 pounds per unit generated in 1920-21 to 2.43 pounds in 1925-26, or an increase of 41 per cent in the amount of electricity developed per ton of coal consumed. These economies have permitted the supply of cheaper current to consumers, as shown in the decline in the average revenue per unit sold from 5.75d. in 1920-21 to 3.82d. in 1925-26, or by 33 per cent for lighting and 41 per cent for domestic purposes. Further reductions in costs to consumers are necessary, however, in order to meet the competition from gas concerns, as cheap gas is one of the main explanations of the low consumption of electrical energy per capita.

The initial cost of wiring has had a deterrent effect on the introduction of electrical power into private homes and has in many cases resulted in inadequate installations, but the practice is now being more widely adopted, following the example of gas companies, of local corporations and authorized undertakers providing these facilities on the instalment plan. Further, the considerable difference between costs of current furnished for power and that for lighting has prevented the wide use of domestic electrical appliances, but recent announcements by local supply companies of a more equitable two-part tariff would seem to indicate that this difficulty will be overcome. In this connection, it is estimated the consumption of electrical energy per house attains the figure of 1,000 to 3,000 units per annum in areas where electricity is used for lighting, cooking, heating, etc., whereas the consumption is but 100 to 300 units when used for lighting only.

An additional difficulty experienced by consumers under present conditions with the large number of suppliers is in securing current beyond lighting requirements—that is for heating and cooking—due to the insufficient capacity of mains and to the apparent reluctance on the part of suppliers to encourage increasing domestic uses because of the capital charges involved in making the required extensions. This is particularly true of small concerns with short duration of tenure who anticipate being taken over by the local authorities. The new scheme referred to above should assist materially in overcoming this difficulty.

HOUSEHOLD APPLIANCES

In addition to the specific commodities referred to hereafter, there is a potential demand for practically everything in the electrical line for household use, such as grills, coffee percolators, curling irons, massagists' supplies, etc.

Electric Vacuum Cleaners.—Electric vacuum cleaners are popular in this territory, and there is a wide variety of models offered, but the bulk of the business is in the hands of three important firms, a Canadian-made product obtaining its share of this trade. Sales are made generally direct to consumers on a house-to-house basis, with instalment purchases becoming increasingly prevalent.

Electric Washing Machines.—The demand for electric washing machines is somewhat limited, due partly to the high initial cost, which ranges from £40 to £42 retail, and to the prevailing damp weather, particularly in this area, which makes drying of clothes without artificial aid extremely difficult. In addition, the very large number of houses built since the war provide limited space for such facilities. The opinion was expressed among dealers that if a machine with a minimum of extras could be offered at around £25, the possibility of increasing sales would be enhanced. Competition is chiefly from United States firms, but the product of one Canadian concern which has its own branch here enjoys an excellent reputation.

Electric Refrigerators.—Sales of electric refrigerators are confined mostly to shopkeepers and the hotels, and in the past the demand has been limited, but since certain pure food regulations have come into effect prohibiting the use of preservatives, increasing interest in this line is evident. There appears to be little likelihood of refrigerators becoming widely used for some time in private homes due to the practice of purchasing perishable goods in small quantities.

Electric Grates and Heaters.—The demand for electric grates is limited due to the almost universal use of coal or gas fires, both of which are relatively cheap. Electric fires, however, are displayed by dealers, fitted with one, two, or three elements in black, bronze, or enamel, ranging in price from £2 7s. 6d.

to £5 5s. and upwards according to size and finish. As central heating systems in homes are the exception in this area, there would appear to be an excellent field here for future development as well as for electric heaters, which are widely offered at from £1 7s. 6d. to £1 10s. retail for one with single element 16 inches by 12½ inches with bronze base.

Electric Ranges.—In electric ranges the high initial cost is the determining factor in limiting sales to the ordinary householder, particularly in view of the fact that gas companies undertake to instal their ranges on a purely rent basis. A similar policy has been adopted recently by local electrical supply firms on the basis of 20s. per annum or 5s. per quarter, and a further extension of this practice should have a considerable effect on sales.

Electric Toasters.—Local dealers display a variety of types of electric toasters mostly of the upright type, nickel plated, which retail at from 24s. to 29s. according to size.

Electric Kettles.—Electric tea kettles are becoming increasingly popular and are being offered in polished copper, nickel plate, and silver plate, with capacity of 2¼ pints to 3¼ pints, at retail prices ranging from 27s. 6d. to 35s. in copper and 30s. to 40s. in the nickel plate. There would appear to be an enormous potential demand for these kettles.

Electric Irons and Fans.—The usual Canadian type of iron is in popular demand, the largest trade being in the 5-pound iron complete with cord, which retails at 17s. 6d. The 6-pound iron is offered at approximately 18s. 9d. There is a very limited demand for electric fans, due to the absence here of anything in the way of extreme heat in summer.

METHODS OF DISTRIBUTION

Various systems have been adopted in this area for the distribution of electrical appliances. One of these is through the regular channels of the trade which includes the large distributor, the small wholesaler, and the retailer. The cost under this system appears to vary from 50 to 55 per cent of the ultimate consumer's price, and unless the manufacturer undertakes to carry out extensive advertising, there is a likelihood of his lines not being pushed. Another method is by means of direct sales to consumers on a house-to-house basis, which of course necessitates the manufacturer placing his own organization in the territory. This method has been adopted with marked success in the case of vacuum cleaners; the cost of distribution averages around 40 per cent. A further method is by direct sales to the consumer through the medium of the manufacturer's own retail stores, and allied to this is the method whereby the facilities in the way of showrooms afforded by local corporations and electrical supply companies are utilized. Sales are made in this instance subject to special discounts. The Liverpool Corporation have their own showrooms in this city and are authorized to sell electrical goods for cash, on the instalment or hire-purchase plan, or let out on a rental basis. The main problem confronting Canadian manufacturers in effecting increased sales in this market is rather that of educating the public to realize the advantages in the use of electrical appliances, than to competition from home or foreign firms, the latter being chiefly United States and German. To this end various associations have been formed, the most important of which is the British Electrical Development Association Inc., composed of manufacturers of electrical goods and electrical supply firms.

NORTH OF ENGLAND COMMODITY MARKETS

TRADE COMMISSIONER HARRY A. SCOTT

TIMBER

Liverpool, February 8, 1928.—During the first three weeks of January, business was unusually quiet but toward the close of the month inquiries became more numerous and the general tone of the market was slowly improving. Generally speaking, merchants seem to have been purchasing Canadian spruce on a cautious basis, and no very important volume of business was reported during the month. The restricted number of consigned shipments has tended to keep prices on a steady level. Liner lots of Nova Scotia spruce deals were disposed of at prices ranging from £14 to £14 10s. per standard c.i.f. Liverpool, with scantling sizes at the usual £1 less. St. John descriptions were valued at around £15. Although it was reported at the close of 1927 that several Dantzg shippers of whitewood were still able to offer shipments for this market at reasonable figures in spite of the tariff agreement arranged between Poland and Germany, from the latest information available supplies from the above source for this market of the coming season's cut would seem to be much less than last year. Recent quotations for unsorted deals from Dantzg have been in the neighbourhood of £14 10s., with mill-run grades about 15s. less. Small lots continue to be sold, but there has been little or no volume of trade transacted in this wood. Business in birch planks has been active at firm prices. A large quantity has been delivered to consumers and stocks in hand are moderate. Nova Scotian planks have lately been priced at around £16 10s. per standard c.i.f., New Brunswick about £17 to £17 5s., and Quebec merchantable qualities from £24 to £25. There was a good demand for birch logs and stocks were diminished. Recent values for Halifax descriptions have been from 2s. 6d. to 2s. 8d. per cubic foot c.i.f. Liverpool, with St. John about 3s. and Quebec 4s. to 4s. 3d. Arrivals of Douglas fir to Liverpool during January were not heavy and consumption was very fair. Trade was moderately active at varying prices, merchantable grades running from £15 to £16 and No. 2 clear and better from £21 to £23 15s., depending on specifications, shipping space, etc. For the month ending January 31, 1928, unofficial statistics of certain imports, consumption, and stocks are given in comparison with the corresponding periods of 1926 and 1927 as follows:—

Liverpool

	Import		Consumption		Stock	
	1927	1928	1927	1928	1927	1928
Douglas fir.cu. ft.	12,000	26,000	35,000	71,000	146,000	441,000
Birch logs.cu. ft.	3,000	1,000	19,000	....	5,000	1,000
Birch planks.cu. ft.	20,000	19,000	29,000	57,000	146,000	169,000
Quebec yellow pine deals.stds.	10	10	180	630	5,230	4,210
N.B. & N.S. spruce and pine.stds.	1,120	530	990	1,310	3,960	9,120

Manchester

Douglas fir.cu. ft.	1,000	42,000	2,000	18,000	30,000	55,000
Birch logs.cu. ft.	....	....	....	....	4,000	1,000
Birch planks.cu. ft.	17,000	5,000	11,000	8,000	36,000	16,000
Spruce deals.stds.	1,320	510	710	710	1,670	2,140

GRAIN AND FLOUR

January was one of the slowest periods in several years for the Liverpool wheat market. Contrary to expectations, there was practically no demand from millers, who satisfied their requirements by purchasing odd lots of wheat near at hand and showed little inclination to buy ahead. In part this is probably

due to the fact that most millers have been grinding quite a considerable amount more wheat than they have been delivering as flour, on account of the attractive prices obtainable for mill offals. The dominating market factor for wheat has been the Argentine, and owing to the lack of demand there seems little doubt that there is a considerable quantity of wheat afloat unsold. Prices during the month showed a general decline of from 1s. to 2s. per quarter, the smallest reductions being in Manitoba wheats. Millers consider Manitoba wheats relatively too dear in comparison with other varieties at present, and are accordingly restricting their purchases when possible. Spot stocks of wheat in Liverpool at the end of January were small, being just under 60,000 quarters, and Manchester had about 10,000 quarters.

The flour market was very quiet during the first part of January. Canadian export patents were being quoted at around 37s. and top patents at about 39s. 6d. per 280 pounds c.i.f. Liverpool. The general trend during the month was toward lower values and business was reported toward the close at 36s. for export patents and 38s. 6d. for top patents, with a slightly better demand for Canadian qualities at the expense of home-milled flour. Home-milled flours at the close of January were being offered in the neighbourhood of 35s. ex mill. A little Australian was sold at around 35s. 3d., but the demand generally for this variety was poor. Nearly all qualities of American flour were too dear for this market. The preliminary figures showing the imports of grain and flour to this area during the month of January, 1928, are as follows:—

	Wheat Quarters	Flour Sacks	Barley Quarters	Oats Quarters
Liverpool.. . . .	316,706	21,900	2,775	9,877
Manchester.. . . .	161,180	3,328	198	....
Hull	233,769	4,679	40,209	115
Newcastle	49,260	250	....	....

BUTTER

The consumption of butter was sufficiently good during January to take care of arrivals, interest being confined chiefly to New Zealand and Danish varieties. New Zealand butter opened at around 166s. per cwt. on spot, but eased towards the middle of the month to 154s., later recovering to close at 164s. to 165s. There was one direct arrival to Liverpool consisting of 6,000 boxes, which sold at prices ranging from 159s. down to 154s. Danish supplies were heavy throughout the month at reasonable prices, which average from 176s. down to 168s. during the first half and toward the close at around 172s. Australian butter continued in short supply. Dealers interviewed anticipate increasing supplies of butter from Ireland during the coming season in view of the pure food regulations prohibiting the use of preservatives in cream. The regulations seriously handicap the shipment of sweet cream, and it is believed will have the effect of increasing the production of butter.

CHEESE

The demand for cheese was fairly active, but there was no inducement for buyers to take large quantities as stocks were heavy throughout the month, particularly of New Zealand. Canadian late makes opened at around 96s. per cwt. on spot, later advancing to 98s. and closing at the latter figure. Similarly September matured, which opened at 98s., showed little variation, closing at 100s. There were no c.i.f. offerings reported and trading was generally quiet with buyers operating on a hand-to-mouth basis. The demand for New Zealand was active at the outset, opening at 96s. on spot Liverpool. There was one direct arrival of 3,000 crates which was quickly cleared at good prices, but values slumped to 93s. toward the third week, advancing slightly to 94s. at the end of

the month. The opinion prevails that there is no immediate prospect of a change from this latter figure. There were no imports of Canadian ordinary cheese reported during the month, but arrivals of processed cheese aggregated 4,038 bundles and 679 cases and cartons. During the corresponding period of last year 6,675 boxes of ordinary and 2,249 bundles, 1,315 cases and cartons of processed cheese arrived at this port.

BACON

The bacon market continues to feel the effect of heavy arrivals from the Continent and, aided by relatively low retail prices, consumption during the past month has been good. A feature has been the advance in prices toward Danish values made by other Baltic States, as supplies from these countries have been coming leaner and therefore more competitive, whilst some recent Danish and Swedish arrivals are reported to have been on the stout side. Toward the close of the month ruling prices per cwt. on spot Liverpool were as follows: Danish, 77s., and Swedish and Dutch, 71s. Canadian, which was in extremely short supply, was quoted at from 76s. to 80s. The price of hams showed a marked decline during the past month on account of relatively large arrivals from the United States. At the end of the month American cuts were valued at from 85s. to 86s. per cwt., and Canadian were from 94s. upwards, depending on brands. Gammons from the Continent were in plentiful supply. Canadian bacon imports to Liverpool during January amounted to 2,085 cases and 970 bales, as compared with 2,826 cases and 1,945 bales during January, 1927. The following are unofficial estimates of the stocks of provisions in the port of Liverpool on January 31, 1928, as compared with December 31, 1927, and January 31, 1927:—

	Jan. 31, 1928	Dec. 31, 1927	Jan. 31, 1927
Bacon (United States and Canadian)Cwt.	29,468	18,849	43,083
Hams (United States and Canadian)Cwt.	10,795	2,883	22,622
Shoulders (Canadian)Cwt.	2,344	191	3,227
Butter (all countries)Cwt.	1,877	2,242	3,280
Cheese (full shapes) Canadian and United StatesBoxes	20,685	28,782	17,801
Cheese (full shapes) Australian and New ZealandCrates	951	319	666
Cheese (full shapes) (50 lbs. and under)Boxes	56	66	22
Cheese (manufactured)Lbs.	11,330	12,476	30,186
Lard (prime steam western)Tierces	689	473	463
Lard (imported pure refined lard in tierces, firkins or other packagesTons	1,996	780	1,438

EGGS

During the month of January there was a definite shortage of imported eggs such as Polish and Egyptian for the cheaper classed trades and prices showed a steady rise. The better quality fresh eggs were very scarce at the beginning of January, but toward the close became more plentiful and prices declined, Irish selected closing the month at around 17s. 6d. per 120. The market is now considered steady in view of a recent increased demand for Irish eggs, but it is expected that within the next week or so supplies from this source will be more plentiful and, given satisfactory weather conditions till the end of February, these eggs which have been retailing at 2d. each will probably sell at 1½d. to the public.

HAY

Arrivals of hay to Liverpool from Canadian ports during January are estimated at 28,000 bales. In addition, over 4,290 bales which came in from United States ports are understood to be of Canadian origin, making a total of 32,490

bales as compared with 10,000 bales during December and 29,300 in November. The situation in this market has become steadily worse during the past few weeks with continued excessive arrivals, and it is reported that dealers who bought ahead in December have lost money. The large quantities of hay arriving at this port have been most difficult to dispose of, and, generally speaking, the whole market has suffered seriously, with the result that c.i.f. values of Canadian hay have correspondingly declined. The accumulated stocks of imported unsold Canadian hay on the quay at Liverpool, according to latest advices, are moving very slowly, and shipments of consigned hay to this market for the present would be ill-advised. From the information available during the past week or so, Quebec hay from winter ports has been valued in the neighbourhood of 92s. 6d. per long ton c.i.f. Liverpool, but it is difficult to interest dealers in new purchases at almost any price. New Brunswick hay has on the average been selling at a few shillings below Quebec, although some shipments of improved quality are reported to have brought almost equal prices.

WEST OF ENGLAND SUGAR TRADE DURING 1927

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, February 12, 1928.—Comparative tables for years 1924 to 1927 on total sugar imports into the Port of Bristol as compared with Canadian tonnage into the port are as follows:—

	1924	1925	1926	1927
	Tons	Tons	Tons	Tons
From Canadian ports	680	6,193	4,577	3,923
From all sources	51,132	62,024	45,917	38,873

Owing to the operations of one important London sugar importer and speculator certain Canadian tonnage has come into Bristol in cargo lots on tramp steamers. Under present conditions, however, Canadian sugar cannot be sold on a c.i.f. basis to west of England or South Wales sugar importers and distributors. This is partially accounted for by the operations of the London Terminal Market and also the method of doing business in Canada by Canadian refiners.

The year opened with a buoyant market and a relatively high level of prices the result of heavy buying during the latter part of 1926, stimulated by Cuban legislation restricting the crop in that Island to 4,500,000 tons.

The statistical position of the article, however, seemed to justify the level of prices and to point to even a further rise, as with a restricted Cuban crop and a reduced European beet crop the world's supplies appeared likely to fall short of the previous year by over a million tons, and experienced sugar authorities emphasized the need of checking consumption if an undue shortage was to be avoided in the late summer months before the new beet crop became available.

Later events entirely falsified these prophecies, and the first ten days of January saw the high-water mark of the year, prices falling steadily with occasional slight recoveries for ten months, until in the first week of November British refined was selling at 5s. 3d. per cwt. below the price ruling the first week in January. A recovery of 1s. per cwt. followed. Such conditions necessarily made the year's trading a very anxious and unremunerative one for all merchants who have to carry stocks of sugar to supply their customers.

One of the features of the year has been the growing hold of British refiners on the trade, and also the rapidly increasing supplies of English home-grown beet granulated. Owing to the heavy subsidy English beet factories can afford to sell their production at a price to meet any competition. These two factors are assuming an importance which may radically and permanently affect the channels of trade.

The year was marked not only by difficult market conditions but also by extreme competition. There appear to be too many people in the trade, hard beset as it is by the increase in co-operative societies and chain stores who buy direct. During the year there were thirty-three alterations in the price of British refined.

Very little direct business has been possible during the year between Canada and West of England ports owing to the disparity of the two markets. Two or three cargoes of Canadian granulated were shipped during the earlier part of the year to Bristol Channel ports, but these were consigned by operators and sold on falling markets, though the losses entailed may have been offset by hedging operations on the Terminal markets.

The year ended with extremely cold weather and the checking of Continental supplies by the closing of Elbe navigation—a fact which probably enabled English beet factories to market a large proportion of their sugar free of the competition from Czecho-Slovakian fine granulated which was anticipated.

WEST OF ENGLAND OPPORTUNITY FOR FORWARD SELLING OF CANNED PEARS

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, February 16, 1928.—There is an extraordinarily favourable opportunity for Canadian canners to secure a very good share of the forward buying of canned pears for 1928. Owing to the great shortage of Oregon and Washington pears in 1927 and the decreased pack of California, stocks of pears are practically exhausted. For several weeks some of the best-known brands have been unobtainable. Under these circumstances, with at least six months to go until the new pack pears will come into the United Kingdom market, there will be good opportunities of selling the 1928 pack forward.

The Oregon and Washington packers realizing this have already made forward contracts at around 8s. 6d. (\$2.06) c.i.f. for 2's, 9s. 6d. (\$2.31) for standards, and 10s. (\$2.43) to 10s. 6d. (\$2.55) for choice. Californian packers have not yet started quoting futures, but are likely to do so at any time.

At these prices only small sales are being made, as the packers who have taken them are interested simply in taking chances with a view to securing repeats when market prices are established.

It would therefore appear a favourable year for Canadian canners seriously to endeavour to get a larger portion of the United Kingdom trade. The comparatively small shipments that have come to the United Kingdom from British Columbia have been very well liked, although there is some criticism on the lack of care in washing the pears after they have been brined.

Year after year canners in California, Oregon, and Washington book these forward contracts with United Kingdom buyers, and thus have obtained a holding. Now would be a favourable opportunity for canners in Canada to establish for themselves a market here. A certain amount of this forward business is of course done for financial reasons, but whatever motive may dictate it, the fact remains that they do secure the business for the year. It is useless for the No. 1 canner to come along in August or September when his costs and pack have been ascertained, for by that time the forward trade is completed and forgotten.

LIMITED CANADIAN PEAR CROP

It is fully appreciated, in so far as Bartlett pears are concerned, that the quantities grown in Canada are limited. After domestic demands have been

satisfied, no considerable quantities are available for export. The reason for the small growth is that the area in which such Bartlett pears can be cultivated successfully is not large. The flavour of the Canadian pear, however, is superior to that of the Californian.

The limited area of cultivation in Canada imposes a handicap in the competition in the English market with American Bartlett pears which are sold for canning purposes in the vicinity of \$30 per ton. Canadian Bartletts obtain anywhere from \$60 to \$75 per ton. This may explain the statement of an American packer who was recently in the West of England that certain United States firms have been purchasing British Columbia pears for consumption in the States.

The Bristol office is ready at all times to be of assistance to Canadian packers in reference to West of England and South Wales trade, and if additional information is required in reference to the existing situation, this will be supplied on application.

ANNUAL REPORT OF THE SOUTH AFRICAN RAILWAYS AND HARBOURS

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, December 31, 1927.—The annual report of the South African Railways and Harbours for the fiscal year 1926-27 has just been issued by Sir William Hoy, the general manager, and the report covers all the various activities under his control. These railways are State-owned, and as there is practically no other railway of importance which is not incorporated in the Government system, the figures just published constitute an excellent barometer of the trade of the Union for the period under review. The report is also noteworthy as it is the last one to be issued by the present general manager of the system. After thirty-nine years' service with the State, Sir William Hoy has resigned in order to accept the post of general manager of the Rhodesian Railways. During his tenure of office the system has progressed steadily and is to-day in a very sound position. Although a deficit had to be reported on the workings of the railways and harbours for this fiscal year, it was a great deal less than was anticipated when it became apparent that the 1925 maize crop was to be a failure. Except for this untoward occurrence a considerable profit could have been shown. On the whole, the report shows that a steady domestic and foreign trade development is taking place in the Union. Sir William Hoy comments as follows on South African trade in the period under review:—

I think the Union may be well satisfied with the progress made in trade and industry generally during the period covered by this report. The year, in fact, would have been a remarkable one, but for the drought which prevailed during several months throughout the country, seriously affecting farming interests. . . . Railway earnings in the aggregate, while not so high as in the previous year, wholly on account of the diminished traffic in agricultural products, showed considerable improvement under the heading of general traffic. As for the imports, the volume which passed through Union ports has never before been exceeded—a fact abundantly indicating the rapid development of the Union's commercial activity.

STATISTICS OF PRIMARY INTEREST

The total capital expenditure on the railways at March 31, 1927, was £129,001,673, which includes subsidies, etc., to privately owned railways and new lines under construction; the total earnings for the period amounted to £24,093,347; the gross working expenditure to £19,437,177; the surplus of earnings over gross working expenditure to £4,656,170; interest on capital to £4,758,433, leaving a net surplus of £262,514.

The total capital expenditure on harbours was £14,527,405 at March 31, 1927; total earnings were £1,580,303; gross working expenditure, £725,822; surplus of earnings over gross working expenditure, £854,481, leaving a net surplus of £370,425.

The number of passengers carried by the railways was 80,084,249 and tonnage 20,615,369. The harbours dealt with 7,890,455 tons of cargo. The mileage worked by the administration was 12,897 miles.

The net result of working the railways, harbours, and steamships for the year under review was a deficit of £158,811, which was entirely liquidated by the appropriation of the previous year's surplus plus an amount from a special fund for the purpose.

Railway revenue was £58,060 less than the preceding year, a decrease of 0.24 per cent, due to reductions in rates and fares and to a material decrease in the volume of agricultural traffic, mainly grain, fruit, and potatoes, as compared to the previous year.

The gross working expenditure compared with 1925-26 rose by £701,852, or 3.75 per cent due to the increased handling of passenger, coal, and live stock traffic, and improved conditions of service for the staff.

The ratio of expenditure to earnings was 80.68 per cent as compared to 77.58 in 1925-26 and 77.52 in 1924-25. This increase is attributable to the reduction in railway revenue as above, to the expansion of traffic and the opening of new lines without a corresponding improvement in earnings due to reductions in rates and fares at the beginning of this fiscal year. Had it not been for the drought, with consequent greatly decreased traffic in agricultural products, principally maize, the returns for the year would have easily constituted a record, since general traffic considerably exceeded last year's volume.

The number of passengers carried (80,084,249) is also a record, and represents an increase over 1925-26 of 3,801,662, or 4.98 per cent. The total volume of goods carried amounted to 24,968,965 tons, which is a decrease of 264,129 tons, or 0.955 per cent as compared to 1925-26. The volume of cargo landed at the ports (3,133,297 tons) has never previously been exceeded.

A point of considerable interest is the recent establishment of road motor services to act as feeder lines for the transport of light traffic in rural areas. The development of such areas has undoubtedly progressed as a result of this policy, as heretofore their progress has been retarded due to the lack of a suitable system of transport. As well, it has obviated the necessity of building expensive branch railway lines which could only have been operated at some loss for the first few years. The working of these motor services shows a deficit for the year of £2,673, which is about 12s. 6d. per route mile operated, the total route mileage operated being 4,282 miles, an increase of 2,731 miles or 176 per cent as compared to 1925-26. In comparison to the facilities given to the rural public, this deficit is almost negligible.

STATISTICS OF EARNINGS AND EXPENDITURE

The following table gives the amounts and percentages of earnings under the various main heads:—

	1926-1927 Amount	Per Cent to Total Earnings
Passengers	£ 5,413,788	22.47
Parcels	594,765	2.47
Goods and minerals	12,428,395	51.58
Coal	4,101,275	17.02
Live stock	666,764	2.55
Other traffic receipts	163,128	0.68
Miscellaneous	725,232	3.01
Totals	£24,093,347	100.00

Goods and minerals are the only class which show any appreciable decrease, viz. \$218,194 or 1.72 per cent as compared to the previous year. This is due to decreased rates and decreased export maize tonnage.

Under the various main heads below is given a summary of expenditure for the year in amounts and percentages in 1926-27:—

		Per Cent
Maintenance of way and works	£ 3,222,897	16.58
Maintenance of rolling stock	4,224,016	21.73
Running expenses	4,678,656	24.07
Traffic expenses	4,434,327	22.82
General charges	397,467	2.04
Superannuation	554,052	2.85
Cartage	425,762	2.19
Depreciation	1,500,000	7.72
Totals	£19,437,177	100.00

The increased ratio of expenditure to earnings for 1926-27, as compared with 1925-26, viz. 80.68 per cent to 77.58 per cent, was due to rate reductions, to the cost of working new lines, and to the cost of revised staff conditions.

IMPORTS

Imports in the calendar year 1926 amounted to £72,758,805, made up as follows: imports for South African Government, £5,220,717; specie, £160,648; merchandise, £67,377,440. The total is an increase of £4,821,288, as compared with 1925, and is reflected mainly in the greater imports of merchandise. Increases in value occurred mainly in the following items: metals, metal manufactures, machinery and vehicles, £2,300,659; oils, waxes, resins, paints and varnishes, £481,482; articles and materials imported for industrial purposes, £431,466; books, paper and stationery, £297,066; jewellery, timepieces, fancy goods and musical instruments, £288,035; leather and rubber, and manufactures thereof, £285,930; drugs, chemicals and fertilizers, £175,209; wood, cane, wicker, and manufactures thereof, £127,681; minerals, earthenware and glassware, £123,276.

Analysis of the imports shows that metals, metal manufactures, machinery and vehicles account for 30.7 per cent of the total imports of merchandise. The above increase is made up as follows: machinery, other than agricultural machinery and implements, £761,273; machines, £40,464; iron and steel, £1,072,397; other metals and metal manufactures, £301,865; motor vehicles, £330,302; other vehicles, £24,730. Conversely, the imports of agricultural machinery and implements decreased by £230,372, which shows the effect upon the agricultural community of the long drought, the poor maize crop in 1925, and consequent loss of rural buying power. On the other hand, the increased imports of industrial machinery and iron and steel goods bear witness to the increasing industrialization of the country as a whole. The motor car industry is forging ahead rapidly, and it is noteworthy that although the total number of motor cars imported is slightly less than for 1925, the number of chassis imported has increased very considerably.

The most noticeable decreases in imports occurred in the following classes: foodstuffs, £785,196; and textiles, apparel, yarns and fibres, £250,201. Although the import of foodstuffs is down by 10 per cent in 1926, Canada's share of this trade rose by 10 per cent.

EXPORTS

The total value of exports, including ships' stores and bunker coal, compared with that in 1925, decreased by £3,969,379, almost 5 per cent, the figure for 1926 being £83,042,233, of which £69,956,310 or 84 per cent represents the

value of commodities produced or manufactured in South Africa. The value of such commodities in 1925 was £72,595,686. The principal decreases in 1926 from the 1925 exports are: gold bullion, £1,769,739, or 5 per cent; wool, £2,449,595, or 16.3 per cent; maize, £4,760,864, or 84 per cent; maize meal, £613,613, or 75 per cent; sheepskins, £213,081, or 13.6 per cent; wattle bark and extract, £191,994, or 7.2 per cent; whale oil, £183,902, or 4 per cent; ostrich feathers, £132,054, or 65 per cent; kaffir corn, £114,760, or 83.4 per cent.

It is noteworthy that the export of gold constitutes roughly one-half of the total export of purely South African products. This year's export decrease is not due to diminution of production but to the fact that more has been put into circulation as coinage in the Union.

The decreases in maize, maize meal, kaffir corn, and sheepskins are attributable to the intense drought, which fortunately seems in the past week to have been definitely broken. As well, decreases of 4 per cent in citrus fruits, 15 per cent in deciduous fruits, and 70 per cent in butter are due to the same cause. The worst feature is, however, the total failure almost of the export maize crop, which struck the South African agricultural community a severe financial blow. Maize is the fourth largest export item in point of value, and coupled with wool, the second largest, is the financial mainstay of the Union farmer. No two other items can compare in any way in export value with these two, as far as the farmer is concerned, and it can easily be realized to what a low state the drought has brought the agricultural industry in this territory. However, the good maize crop in 1927 and the breaking of the drought should gradually enable the farmer to recoup his losses and to rehabilitate his position.

The decrease shown in the value of wool exported is accounted for by a substantial decline in the price of this product; actually the quantity exported increased by 3,079,626 pounds compared with 1925. As well, an increased export of cotton fell in export value by £21,919, or 6 per cent, due to an average drop in price of 2.3d. per pound. The 65 per cent decrease in the export of ostrich feathers is due entirely to changes in ladies' fashions. At one time this was a thriving South African industry, but it is now at such a low ebb that the birds are being slaughtered for their skins for the manufacture of ostrich-leather handbags, pocket books, purses, etc.

In comparison to the decreases, the increases are few in number. The item of diamonds is the principal one, showing an increase of £2,127,285, or 24.7 per cent, due to the unrestricted output from the alluvial fields, which having carried on throughout 1927 caused a drop of about 33s. per carat in the South African price.

The Diamond Bill which failed to pass the House at the last session of Parliament, and which has been referred to Select Committee, is expected, when made law, to control the output and to replace the industry on its former sound footing. One other increase of note is in the item of coal amounting to £347,515, or 32.5 per cent, reflecting a considerable activity in the Natal coalfields in the supply of bunker coal to ocean and coastal shipping. Fresh meat increased by £191,119, or 72.4 per cent, influenced by the desire to save as much loss as possible from the drought. Raw asbestos increased by £41,093, or 40 per cent. Recently new deposits of high-grade long fibre asbestos have been discovered, and this industry is expected to develop with moderate rapidity in the future.

CONCLUSION

The general manager foreshadows increased electrification of various railway lines, particularly those catering to the suburbs of the larger cities. The loss of revenue through the competition of privately owned motor transport

services is commented upon, and Government control of these companies is recommended along the lines of that obtaining in various European countries where the railways are likewise owned by the State. An item of interest is the projected erection of a mooring mast to accommodate the airship of the R.100 class which is expected to make a trial flight from England some time in the early part of 1929. Increased publicity of South Africa is being undertaken in order to increase the tourist traffic from abroad, and its success is evidenced by the report that several world cruises have each included the Union in their itinerary.

On the whole, the report is satisfactory, considering the untoward events of 1926, and improvement is looked for in the next report covering 1927.

"TRADE OF THE AFRICAN SUB-CONTINENT"

The series of reports under the above title by Mr. G. R. Stevens, Canadian Trade Commissioner in South Africa, which has recently been appearing in the *Commercial Intelligence Journal*, is about to be reprinted as a pamphlet. The territories included in this report, most of which have been recently visited by Mr. Stevens in the course of a survey of their trade, particularly in so far as they affect Canadian opportunities, are Southwest Africa, Southern Rhodesia, Northern Rhodesia, Portuguese East Africa, Nyasaland, Belgian Congo, Angola, Tanganyika, Zanzibar, Kenya and Uganda. It should be noted that this pamphlet will be sent free to subscribers of the *Commercial Intelligence Journal*, but only on special application being made. As the number of copies to be printed is strictly limited, early application should be made to the Department of Trade and Commerce, Ottawa. The price to other than subscribers to the *Commercial Intelligence Journal* is 25 cents. This pamphlet will extend to about 88 pages and will be indexed.

ST. VINCENT ESTIMATES OF REVENUE AND EXPENDITURE, 1928

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, February 8, 1928.—The last date at which the 1928 estimates have been submitted has been in part due to the uncertainty regarding the disposal of surplus stocks of sea island cotton, a crop on which the prosperity of the colony is largely dependent. A further cause for delay was the heavy and unexpected expenditure with which the colony was faced in the latter part of the year due to storm damage as a result of which the original program for 1928 had to be considerably revised.

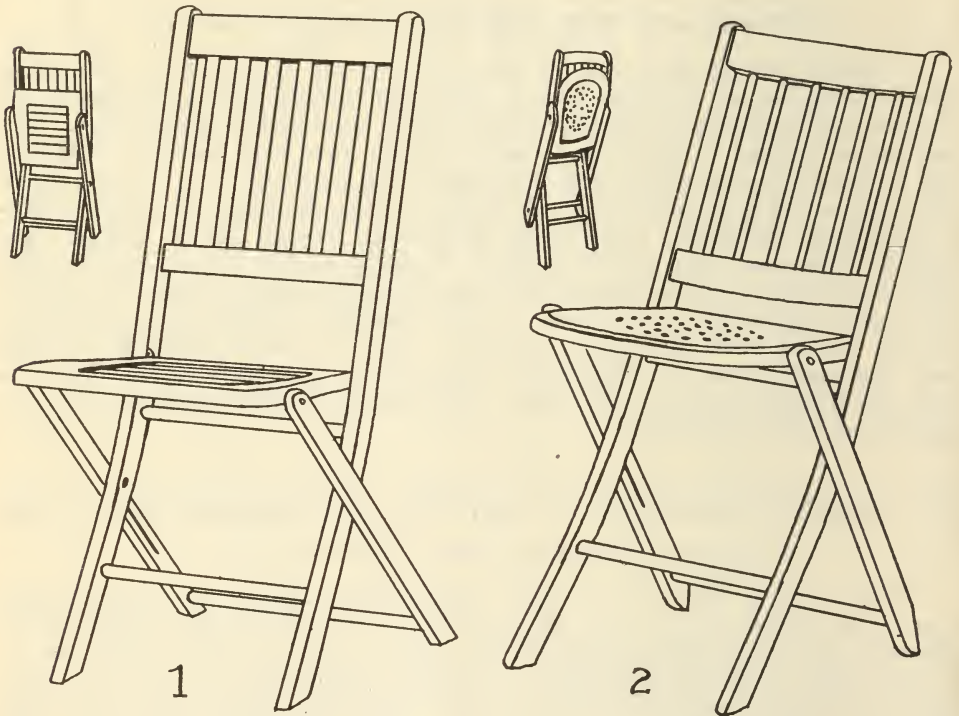
The present financial situation is causing anxiety and is far from satisfactory compared with a year ago. The revised estimates of 1927 revenue are placed at £55,950, while expenditure is estimated to be £64,305, an estimated excess of expenditure over revenue for 1927 amounting to £8,355. This means that the colony's surplus assets will be reduced from £21,509 to £13,154. In view of the depletion of liquid assets and the uncertain general outlook of trade, rigid economy has been exercised in framing the 1928 estimates. The total estimated revenue for 1928 is placed at £56,940 and expenditure at £58,890, an excess over revenue of £1,950, which will be met from surplus assets.

In presenting the draft estimates to the Legislative Council, the Administrator stated that while the outlook was one to cause anxiety temporarily, there was no reason for unnecessary pessimism. Besides sea island cotton, the Colony is capable of producing other crops such as sugar cane, cocoanuts, arrowroot, cassava, peanuts, sweet potatoes, and various fruits, and it was suggested that these be given attention. He also suggested that it should be their aim to build up the fruit trade with Canada.

CHAIRS FOR THE INDIAN MARKET

TRADE COMMISSIONER H. R. POUSSETTE

Calcutta, January 26, 1928.—There is a fair market in India for wooden folding chairs, illustrations of which are shown below. Canadian chairs similar to those illustrated have in the past been imported into India, although not for some years back. At the present time the demand is being supplied by Austria, whose manufacturers are able to underquote Canadian makers. The chair marked 1 is quoted at 4s. 9½d. c.i.f. Calcutta, and the one marked 2 at 4s. 11d.



If Canadian chairs can be produced sufficiently cheaply to compete with the prices mentioned above, there should be no difficulty in establishing a market. Possibly even if the prices of Canadian chairs were slightly higher they might be able to compete, providing the extra cost was warranted by better quality: but only on that basis. India is a price market, and Indian traders are extremely keen buyers. In an article like a folding chair price is important, as a chair that is cheap and answers the purpose for which it is required will usually hold its own in the Indian market against another but higher-priced one even if the latter be better value for the money.

The description of the chairs as illustrated is as follows: They are made of beech wood coated with a light shade of varnish. Their height is 85 cm., the size of the seat is 37½ by 34½ cm., and the net weight of each chair is 4.1 kilos. They are packed in crates of six chairs, the measurements of which are 150 by 50 by 46 cm., and the gross weight is 30.8 kilos.

CONDITIONS IN HOLLAND DURING 1927

TRADE COMMISSIONER J. C. MACGILLIVRAY

I

Rotterdam, February 15, 1928.—A general survey of the economic conditions in Holland during 1927 reveals a somewhat slight though marked advance in comparison with the preceding year. There has been an increase in foreign trade, both exports and imports having moved upwards, unemployment figures have remained almost stationary, and on the whole agriculture may be said to have had a successful season.

Increased profits in the Dutch East Indies have also not failed to influence the mother country. Crops of sugar and rubber were larger, while the interim dividends announced by the tin, rubber, and sugar producers show that the total yields will be considerably larger. Coffee and tea plantations have also had a prosperous year.

In studying Holland from an economic point of view, the very powerful influence of the Dutch colonies and particularly the East Indies should be continually borne in mind, as to a large extent the greatness that is Holland's is due to its overseas possessions. The population of the home land is roughly 7,000,000 people, but without the colonies it is considered doubtful if there would be room for 4,000,000.

Following the post-war period of depression, Dutch commerce and industry were seriously affected by the depreciated and fluctuating currencies of many of the European states. Not only did the products of these countries enter the Dutch market in increasing quantities to the detriment of the home producer, but many of Holland's best customers lost their old purchasing power and were consequently unable to absorb their normal quota of Dutch exports. With the gradual return of Europe to the gold standard, however, these conditions have readjusted themselves and Holland is sharing in the betterment which is now prevailing over most of the western part of the Continent.

Holland is so closely connected geographically with the German hinterland that any depression or time of prosperity in that country is almost bound to make itself felt at the mouth of the Rhine. As a result of the boom conditions there during the past year, Dutch exports to Germany have shown a marked upward movement and have played a large part in increasing the total.

UNEMPLOYMENT

When complete figures become available, it is unlikely that the unemployment index will show any marked variation from that of 1926. Although during the third quarter of the year there were some evidences of improvement, the indices for July, August, and September respectively having stood at 5.6, 5.4, and 5.6, against 5.7, 5.9, and 6 during the preceding period. When compared with 1925, however, there will be marked progress noted. The figure for the whole of that year was 8.1, against 7.3 in 1926, while it is 7.1 for the first nine months of 1927.

Surveying the unemployment situation by trades and industries, coal **mining** is found to be in the most healthy state, while the diamond, tobacco, and printing industries are among those suffering the most. Employment in shipyards was also below normal. There has, however, in general been a diminution in the number employed in subsidized relief work, and in fact the demands for labour in the German peat industry were so great that it was found possible to suspend the relief work carried on, with the assistance of State grants, in the three northern provinces of Holland. The work in connection with the reclamation of the Zuyder Zee has also helped to improve the labour market.

BUSINESS FAILURES

A decrease in the number of business failures in Holland reflects the general improvement in trade and commerce. After having reached high figures during the years of depression which lasted from 1923 to 1925, there has been a steady contraction from 4,341 in the latter period to 3,866 in 1926 and 3,681 in 1927.

THE NETHERLANDS BANK

Owing to the high level of the dollar having made necessary the shipment of considerable quantities of gold to the United States, and the high rate of the pound sterling in October making forced consignments of gold to London probable, the Netherlands Bank, the central credit institution for Holland, was reluctantly forced to raise its bank rates on October 13. The discount rate for promissory notes and bills and for loans on merchandise were both raised by 1 per cent, while the rate for loans on securities and for overdrafts on current accounts were increased by $\frac{1}{2}$ per cent. The rates per cent at present in effect are: bank rate, $4\frac{1}{2}$; discount on promissory notes, 5; loans on domestic securities, 5; loans on foreign securities, $5\frac{1}{2}$; loans on merchandise, 5; overdrafts, 6. While this increase did not produce an immediate change for the better in the position of the Netherlands Bank, it made itself appreciably felt early in November and at the end of December the foreign bills on hand amounted to 168,225,000 fl. compared with 106,825,000 fl. on October 17. The foreign bank balances also increased during the same period from 33,774,000 fl. to 76,042,000 fl.

GOVERNMENT REVENUE

The figures dealing with the national revenues were in a stronger position at the close of the first eleven months of the year (the figures for the twelve months are not available at the time of writing). With the exception of a few of the more unimportant items, nearly every branch of public revenue has yielded increased returns and the estimates have been exceeded by over 30,000,000 guilders, while the total receipts are 13,000,000 guilders in excess of those of the corresponding period in 1926.

The largest sums (in guilders) were derived from the following: rates, 27,079,000; income tax, 93,821,000; import duties, 54,036,000; excise tax on spirits, 40,777,000; excise tax on sugar, 40,794,000; stamp duties, 24,589,000; death dues, 44,237,000—a total of 463,738,000 guilders.

EXCHANGE SITUATION

The raising of the bank rate by the Netherlands Bank has had a direct bearing on the foreign exchange situation in that it has caused a reduction in the amounts remitted to foreign countries and conversely it has brought foreign funds back into Holland.

The most interesting point in connection with the rates of exchange is that during the last quarter of the year there was an almost general decline with regard to the guilder. While on October 1 the New York rate stood at $2.49\frac{1}{2}$, it had fallen to $2.47\frac{3}{8}$ by the end of December, and the rate on the pound sterling had similarly dropped from $12.13\frac{3}{4}$ to $12.07\frac{5}{8}$. Thus at the close of 1927 the Dutch guilder held a strong position in the foreign exchange market, and with the Swedish krone ranked as one of the currencies with the highest rates of exchange in Europe.

NEW CAPITAL ISSUES

The more favourable economic situation in 1927 is demonstrated by the increased value of new capital issues. Exclusive of conversion loans, new

money has been taken up to the amount of 502,000,000 fl., against 460,000,000 fl. in 1926 and 298,000,000 fl. in 1925.

A survey of the figures for the separate months of the year reveals a sharp decline after October. This was probably due to the alteration in the bank rate as well as the international discussions concerning German reparation payments. Notwithstanding these, Holland's share in foreign issues has increased considerably and in 1927 there was a marked rise in comparison with previous years. The figures in millions of guilders are as follows:—

	Total	Dutch	Foreign
1927	502	162	340
1926	460	176	284
1925	298	154	144
1924	403	354	49

As the Dutch Government has launched no new issues during the year, the increase in the total is due almost entirely to private enterprises. The percentage of share issues amounted to but 26 per cent of the total, the remainder being devoted almost exclusively to issues of bonds. Despite this small fraction in share issues, their total was higher than in 1926, being some 87,000,000 guilders compared with about 78,000,000 guilders during the period under review.

STOCK MARKET

Business on the stock market can on the whole be considered to have been satisfactory; nothing spectacular occurred during the year. While stock exchange sales are not registered in Holland, there is a tax of one per thousand on the net amount of contracts which acts as a fairly accurate register of the amount of business done. During the first eleven months of 1927 the receipts from this source amounted to 5,579,479 guilders, compared with 4,709,190 guilders in the corresponding period of 1926. This increase is accounted for by both the increased volume of sales and the higher level of quotations.

Shares in industrial concerns have received considerable attention and in many cases have recorded substantial increases in their quotations. Among these were artificial silk and incandescent electric lights. Great interest was aroused during the autumn in margarine securities by an amalgamation in the industry, where two large groups were united.

Tobacco shares have as a rule remained firm. The rubber market has experienced considerable improvement during the past few months although prices have declined in general level since the beginning of the year. Shares have responded to an anticipation of an increased demand. Sugar shares have been quiet as well as dealings in oil. There has likewise been little interest in shipping company securities, although there has been an undercurrent of optimism in anticipation of an improvement in freight rates during the present year.

Among mining shares attention has been mainly directed to tin. The demand for shares in the large banks has been steady.

In conclusion, the demand for first-class investments has been greater than the supply, a situation which has been aggravated by the absence of any new State loans and the gradual redemption of the old ones.

STATE OF AGRICULTURE

As long as Holland is an agricultural rather than a manufacturing country, the prosperity or adversity of the industry is of fundamental importance to its wellbeing. In common with other parts of Europe there was during the past year an abnormal rainfall, with the result that crops were below the average. On the other hand, this was partially counterbalanced by the enhanced

prices which were received. The cattle-breeding and dairying industries were also slightly below normal.

In market gardening, which is an important branch of Dutch agriculture, conditions were good. The nurserymen and bulbgrowers, who a short time ago suffered a severe loss through the closing of the United States market, have now expanded in other directions and regained their former position in Germany and the United Kingdom.

STATE OF INDUSTRY

All things considered, industry worked on a more satisfactory basis than has been the case for some time. Although there were exceptions, satisfactory profits were recorded in many branches of business which had before been running with little or no increment for their owners. Prospects indicate a general upward trade movement during the present year.

Reports from the shipbuilding industry are more hopeful than they have been for some time. Orders have been placed with home yards for several large vessels. The Dutch cement industry has been suffering from severe German and Belgian competition, with the result that technical reorganization became necessary. The Maastricht ceramic industry has also been working under difficulties owing to foreign dumping.

Business in the diamond industry was somewhat unsatisfactory at the close of the year, which was rather unexpected in view of the passing of the South African Precious Stones Bill, a measure which it was hoped would stabilize the market. It appears, however, that the supposed favourable effects were discounted to too great an extent and the inevitable reaction set in, which was felt far less at Amsterdam than at Antwerp.

The trade in the electro technical industry has with a few exceptions shown improvement. The export of electric light bulbs, which is the chief portion of the trade and the manufacture of which has come to be one of the most prosperous and thriving industries in Holland, has been characterized by a constantly widening market. The 1927 export of this product was valued at 19,598,000 fl. compared with 17,825,000 fl. for 1926.

In the metal industry, after a period of quiet, the blast furnaces have been working at full capacity since the beginning of September. Conditions in both the wood-using and leather industries have been irregular except in the shoe industry, which has been active. A co-operative agreement in the margarine industry has eliminated competition and put things on a firmer basis. The ready-made clothing industry has been adversely affected by foreign competition.

The manufacture of artificial silk is another Dutch industry which has now attained considerable importance. Its activities are chiefly centred in two enterprises—one in Arnhem and the other in Breda. Both are to be considerably enlarged in the near future, although even with the present output it is claimed that Holland has the largest per capita production in the world. The industry's chief export is plain undyed artificial silk yarn, which is finding widening markets all over the world. The chief of these are Germany, the United States, Switzerland, China, Canada, and Great Britain. In 1927 exports to Canada totalled the substantial sum of 1,787,000 guilders.

FISHERIES IN 1927

The Dutch herring fishing industry appears to be going through a process of reorganization, whereby the fleet will consist of a small number of well-equipped and more modern vessels rather than a large number of poorly equipped ones as before.

About 5,000 men were engaged in herring drifting during the year and the catch was heavier than in 1926, amounting to some 572,000 sea packed barrels, compared with 504,800 in the former period.

Catches of demersal fish were generally satisfactory and good prices were realized for flat fish and haddock, the latter being particularly plentiful during the first half of the year. A rather curious feature in connection with the fishing industry has been the heavy catch of salmon in the Dutch Rhine and its tributaries. The total yield was about 25,300 salmon as against 9,690 in 1926. This is thought to be the result of artificial propagation in which the Dutch Government has taken an active interest.

COAL MINING

Coal mining in Holland is an industry which has made remarkable progress since the year before the war. In 1913 the country depended on imports for 90 per cent of its requirements, but under the stimulus of war-time necessity and post-war exploitation and development of the mines this situation has almost reversed itself. With increased development, the consumption of coal has also increased. In 1913 the production was 1,873,097 tons with 9,715 labourers engaged, while in 1927 it was exceeded by 9,000,000 tons, creating employment for approximately 32,000 men. Similarly, the total consumption before the war was roughly 4,000,000 tons compared with some 11.5 million tons to-day.

The deficiency between supply and demand is made up by importations from England, which is in an excellent position to supply the seaboard markets. It is expected that when further projected development is completed sufficient coal will be mined to cater for all the country's requirements, although when this takes place it is probable that quantities of Dutch coal will enter the German and Belgian markets, which will be offset by continued English importations into the coast cities. The coal mines of Holland are located in the Province of Limburg, in the southeastern corner of the country.

RECLAMATIONS

The work in connection with the reclamation of the Zuyder Zee has proceeded during the year and assisted in easing unemployment. The dyke connecting the island of Wieringen with the mainland has been completed for some time. This is a mile and a half in length, with the other gap between Wieringen and Friesland covering nineteen miles. The schedule calls for the completion of a huge dyke across this in about eight years to a point somewhat north of the narrowest part of the neck. Along the projected route the water is now here more than 12 feet deep.

The work is being undertaken by a company formed from several of the leading contractors in Holland who are operating in conjunction with the Government. When completed, the addition of a new province thus will do much in relieving the present land shortage, which is being made yearly more acute by an ever-increasing population. Estimates of the number which will be accommodated directly or indirectly through the draining of the Zuyder Zee vary from 300,000 to 500,000.

ROTTERDAM PORT TRAFFIC

Due to the return of the bunkering trade to more normal conditions, the number of arrivals in the Rotterdam New Waterway declined to 16,000 in 1927 from 20,000 in 1926, and the registered tonnage from 28,500,000 to 25,000,000. Arrivals in the port proper numbered 13,200 against 14,500 in 1926, but the tonnage, which was 21,250,000 net, has remained at much the same level.

The volume of sea-borne traffic handled in 1926 and 1927, in thousands of metric tons, was as follows:—

	1927	1926
Coal and coke	15,500,000	18,000,000
Ore and other heavy bulk	12,200,000	6,500,000
Grain	4,500,000	3,500,000
Mineral oils	1,200,000	1,000,000
Vegetable oils	250,000	200,000
Wood	1,200,000	900,000
Metals	1,550,000	1,600,000
Bagged cargo	2,500,000	2,700,000
General cargo	3,100,000	3,100,000
	<hr/> 42,000,000	<hr/> 37,500,000

While there has been a falling off in the shipments of coal, this has been accompanied by a very satisfactory increase in ores and other heavy bulk cargoes, which have established a new record. Grain has also reached its highest point since the war, but the 1913 figure has yet to be reached. Wood imports have exceeded the highest total reached in a post-war year, but are still 200,000 tons behind its 1913 record.

Imports of metals have been at a high level, but decreased exports of German pig iron have brought the total below that of 1926, although the pre-war record is still exceeded by several hundred thousand tons. Bagged cargo has declined in volume and is now considerably below the point where it stood in 1913.

The total volume of general cargo dealt in forms but a small part of the total and, despite the many advantages of the port, it has never been found possible to develop the general cargo trade to anything like the same extent as the bulk trade.

Rotterdam is primarily a transshipment port and during the past year close to 30,000,000 tons of cargo were handled in direct transshipment with German Rhine ports, compared with 26,500,000 in 1926. Despite the comparatively insignificant volume of the general cargo traffic, the arrivals and departures of ships trading regularly with foreign ports is practically equal to the arrival and departure of tramp vessels, while the registered tonnage of the regular vessels is probably considerably in excess of that of the tramp shipping making use of the port.

TARIFF SITUATION

After the United Kingdom, Holland is the lowest tariff country in Europe, and on the Continent it is the sole remaining practically open market. There is a single column tariff structure applicable to the products of all foreign countries and based on a revenue-producing rather than a protective policy.

The duty applicable on most commodities is 8 per cent ad valorem, while on others, such as wines and spirits, tobacco, and sugar, it runs to a higher level.

During the past eighteen months certain branches of Dutch industry have suffered severely owing to the dumping practices of foreign competitors. This has led to a cry for increased protection and for a bargaining tariff, which has received considerable publicity in the press. Recent public utterances at international gatherings at Geneva and Stockholm regarding the general easing of artificial trade restrictions has, however, done much to appease the movement for increased protection in this country. Owing to Holland's economic structure as an international trader, carrier, and banker, and as an agricultural country, it does not conform to the specifications of a high tariff state, and it is therefore considered unlikely that, for the present at least, there will be any general tariff increase.

THE CZECHOSLOVAK FLOUR-MILLING INDUSTRY

TRADE COMMISSIONER L. D. WILGRESS

[NOTE.—1 Czechoslovak crown (Kc.) = approximately \$0.0296]

Hamburg, February 16, 1928.—The Bohemian Association of Large Mills have published a report reviewing the conditions in the flour-milling industry of Czechoslovakia during the year 1927. Attention is directed in this report to a number of questions of interest to the trade with Czechoslovakia in Canadian flour, such as the customs duties on grain and flour, the export bounties in the form of duty-free import licenses, and the compounding of the turnover tax on imported grain and on imported and domestic flour. Although these questions are treated from the point of view of the Czechoslovak milling industry, it may nevertheless be of interest to Canadian flour exporters to give a translation of the report of the Bohemian Association.

REPORT OF BOHEMIAN MILLING ASSOCIATION

The Bohemian mills are still suffering under the insufficient relation of the flour duties to the grain duties. The difference for wheat flour is Kc.40, for rye flour Kc.32 per 100 kilograms without taking into consideration the fact that in the flour products obtained from 100 kilograms of grain about 20 per cent of feed or by-products (bran) is not protected by any duty, which considerably reduces the protection for the remaining flour products.

From the following data it can be seen how the imports of grain and flour have developed as compared with 1926. The imports of bread grains during the period January to November, 1927, amounted to 288,186 metric tons in the case of wheat as against 182,904 tons, and 125,216 metric tons in the case of rye as against 73,077 tons, or together 413,402 metric tons as compared with 256,001 tons in 1926. The imports of flour and milled products under tariff item No. 33 amounted during the eleven months to 153,680 metric tons as against 211,115 tons in 1926. Although the crop of wheat last year amounted to 1,030,000 metric tons as against 930,000 tons in 1926, and that of rye to 1,240,000 metric tons as against 1,160,000 tons, the imports of grain increased from which it can be concluded that the domestic mills were better occupied. Their production, however, on the average hardly exceeded 50 per cent of the total milling capacity.

Of the total imports of bread grains, 34,637 tons of wheat and 16,257 tons of rye were imported on licences under the export bounty system. These figures are relatively small in comparison with the total imports and relate not only to the import licences granted on exports of flour products, but also to those granted on the export of other agricultural products, chiefly oats.

Imports of rye have risen very considerably and it cannot be understood why the compulsory uniform milling of rye, which proved a success in 1926-27, cannot be extended for the new crop year.

Flour imports show a further decrease, although since August the consequences of the trade treaty with Hungary are clearly indicated, the imports since that date being considerably larger than in the corresponding months of the previous year. From August to November the quantity of flour imported amounted to a total of 68,629 metric tons as against 49,520 tons in the same period of 1926. In 1925 the average monthly import amounted to 27,000 tons, decreased in 1926 to 19,190 tons, and in 1927 to 13,980 tons. The imports of flour as compared with the duty-free period therefore have decreased about one-half.

The mills had considerably worse financial results during the past year. In regard to price developments, the increased activity of the mills has augmented the keen competition for the home market and has led to a further decrease of prices. Wheat rose chiefly in the second half of the last crop year, and the prices of milled products could only incompletely follow this increase, while in the new crop year as a result of the conditions on the world markets a considerable reduction in wheat prices has taken place. In the new crop year rye shows a considerable increase in price and at the end of the year was quoted higher than wheat. Milled products of wheat of the best kind, which are chiefly consumed in Czechoslovakia, show a greater reduction in price than corresponds to the decrease in the price of raw products. This considerable cheapening is only insufficiently balanced by the moderate price increase for bran. More unfavourable are the conditions for rye, in which the price difference between the raw product and the ready-made product is still more marked. The profitableness of flour production therefore has decreased in the past year. In comparing quotations for the above products, it must not be overlooked that since August 12 the quotations on the Prague produce exchange for milled products were exclusive of turnover tax.

The milling organizations are using every possible means to modify the competition on the home market and have recently tried to establish uniform sales conditions according to international usage, but so far without result. A relative improvement in the conditions of milling production can chiefly be accomplished by a concentration of units, in which respect only a moderate beginning was noticeable during the past year.

An important event affecting the conditions in the milling industry was the introduction of the compounding of the turnover tax, on the one hand for the grain imported from abroad and on the other hand for all kinds of milled products. As soon as the law was proclaimed, it caused an improvement, although so long as the cost of milling charged to the farmer who has his own grain ground is not placed on an equal basis with the cost of milling for trading mills, a satisfactory basis cannot be obtained.

In the trade treaty with Hungary the raw material value in import licences against exports of flour was reduced from 133 kilograms to 115 kilograms per 100 kg. The export of certain kinds of flour, unsaleable abroad without the assistance of import licences, developed favourably up to August and considerably assisted in increasing the amount of work done by the mills as well as in reducing prices at home for the best qualities of flour principally consumed. Since the coming into force of the Hungarian trade treaty, a moderate decline in exports is noticeable. Total flour exports in the period January to November were 44,978 metric tons as against 11,357 tons in the corresponding period of 1926, and of the former quantity 43,470 tons were exported against import licences.

Conditions are different in Germany, where in consequence of the increased agricultural duties and the graduating of the raw product values of import licences, also for barley products, the German mills have an advantage over the Czechoslovak mills of about 26 to 80 Kc. per 100 kilograms without taking into consideration the fact that the German flour duty, which amounts to M.12.50, is also Kc.30 higher than the Czechoslovak duty. An export of flour to Germany therefore would seem to be impossible. The mills have vigorously drawn the attention of the Government, without any effect up to the present, to the danger threatening the industry through such a constitution of the export bounty system. It only remains to be hoped that these questions will be satisfactorily arranged in the treaty negotiations with Germany. The authorities do not show a sufficient comprehension of the requirements of the mills exporting with the assistance of import licences, and treat in an arbitrary manner the question

whether the exported product is to be considered as a milled product under tariff No. 33 or not. The millers are striving to have a definite rule established because the prevailing uncertainty has made it impossible to do even a moderately regular export trade and has caused losses to a number of concerns.

The milling industry has seriously taken up the perfection of their products, whereby the bleaching or the finishing of their flour according to American and other systems has played an important part.

The general situation of the milling industry during the past year cannot be considered satisfactory. It can be correctly stated that if the inadequate duty has assisted in adding to the productivity of the mills, there has been an insufficient utilization of total milling capacity. Moreover, the keen price competition only permits of moderate returns on the sale of flour products. The compounding of the turnover tax is not yet handled in such a manner as to lead to the abolishing of several abuses. So long as uncertainty prevails regarding the duration of the duties, there can be no thought of any notable consolidation of the conditions of production and profits in the milling industry.

EXHIBITION OF DOMESTIC APPLIANCES IN PARIS

TRADE COMMISSIONER HERCULE BARRÉ

Paris, February 12, 1928.—The fifth Exhibition of Domestic Appliances (*Salon des Arts Ménagers*) is now being held at the Grand Palais, in the Champs-Élysées. Five years ago it was inaugurated in a small temporary building on the Champ de Mars. Its immediate success with the public, and the yearly increasing numbers of exhibitors and visitors, made it imperative to hold it in larger halls, and last year and this year it was lodged in the Grand Palais, a large section of this huge palace being devoted to its army of exhibitors.

The rush of the public who crowd this exhibition morning and afternoon, who attend the daily lectures given on various aspects of the domestic arts, who request demonstrations and who buy, make this annual event one of the best means of introducing in France any device or appliance useful in the home as a labour-saver.

The numerous exhibits may be grouped as follows, in order to illustrate the wide range of manufactures represented:—

Foodstuffs; Plastic Materials; Furniture; Wall Coverings; Sewing Machines; Heating, Cooking, Lighting, and Power Appliances; Plate and Linen Washing Machines; Building Materials; Toys and Music; Books of Reference; Lingerie and Fashion; Kitchen Utensils; Perfumery and Sanitary Goods; Kitchen Sinks; Cleaning and Polishing Preparations; Refrigerators; Water Softeners; Ice-making Devices; Vacuum Cleaners; Electric Floor Waxing and Polishing Machines; Nursery Appliances; Leather Goods; Dyes; Varnishes and Lacquers; Shoe and Leather Polish; Coffee-making Machines.

The large amount of business done shows the eagerness of the French public to modernize their homes. They are prompted to do so by the shortage of help, and by a genuine desire to improve conditions of life.

The chief interest of this exhibition, from the point of Canadian exports, is found in the successful introduction in France of certain Canadian and American lines, whose domestic prices, increased by freight and duty charges, might have acted as insuperable obstacles to success here. For instance, a line of Canadian refrigerators and kitchen cabinets was introduced in France in 1925, being shown at the Exhibition of Decorative Arts held in that year in Paris. Both met with immediate success in spite of their prices, far higher than those of similar French products. But the superior quality of Canadian materials and workmanship, and the improved designs, overcame the handicap of high prices.

American electric refrigerators, electric washing machines, and electric floor polishers, have followed and met with similar success. Notwithstanding this competition, and that of improved French makes recently marketed, Canadian products are holding their own due to the high reputation gained since 1925, and which satisfied customers have done much to establish.

Canadian manufacturers need not have any apprehension as two advantages of these fairs, to intelligent exhibitors, is that they are likely to increase the sales of lines already introduced in France, and to be the means of finding aggressive agents, not only for France, but for many other countries. The international fairs of Paris and Lyons are visited every year by buyers from nearly forty countries. Thousands of catalogues of exhibitors to those fairs are distributed to buyers in all countries of Europe, printed in the language of the several countries. That alone ensures wide publicity to the exhibitors, whose full name and addresses are given together with a description of their exhibits.

The Canadian Trade Commissioner in Paris will gladly investigate the French market possibilities for any raw materials or manufactured goods submitted by Canadian manufacturers or producers, and advise as to the best steps to take to secure a successful introduction in France.

WITHDRAWAL OF VISÉ REQUIREMENT IN CERTAIN EUROPEAN COUNTRIES

Passports for British subjects entering France, Belgium, Holland, Switzerland, and Germany no longer require to be viséd.

ECONOMIC CONDITIONS IN CUBA

TRADE COMMISSIONER J. CORMACK

Havana, February 17, 1928.—General business conditions are still dull and credits will require watching in this market for some considerable time to come. Havana, favoured with a very good tourist season, and the location of the recent Pan-American Conference, shows little signs of depression, but reports from the country districts continue to be grave. The Sugar Restriction Decree has now been put in force limiting the grinding to 4,000,000 tons, but the consequent hoped-for increase in price has not materialized. Last year's average price was 2.6, while to-day's is $2\frac{1}{2}$ cents. Since the output is restricted by half a million tons, and the price is slightly lower, it is difficult to foresee anything but continued economic depression in this republic. Cuba's minor industries are, however, doing fairly well. During last year the relatively new sponge-fishing industry produced goods to the value of nearly \$1,000,000. The tobacco industry is also fairly prosperous. During the first six months of 1927 the value of the exports of leaf and manufactured tobacco from Cuba was over \$19,000,000. The brief embargo on foreign cigarettes, withdrawn last month, will not affect the domestic market much.

IMPORTS

Codfish sales have been helped by the cool weather and by the tariff increase on jerked beef, and are on the increase, although the consumption during the past year has been considerably below the average. Imports of Canadian goods have been normal, with the exception of potatoes. The excessive orders landed in November and December in anticipation of the increased tariff have overstocked the market, and this year's domestic potato crop has been so good as to offer considerable competition. Foodstuffs generally are

maintaining their import trade, and latest returns show that Cuba is importing 40 per cent of her food. The lumber market has been very dull; one local failure has affected some Canadian shippers. Stocks are generally considered to be small, and under normal conditions there should now be considerable buying on account of the sugar mills.

The Secretary of Public Works has informed newspaper correspondents that a presidential decree authorizing the expenditure of \$15,000,000 for a new waterworks system for Havana will soon be signed. Considerable improvements are being effected in the amenities of this city, especially along the sea-front, where parks and boulevards are being laid out.

TRADING WITH COLOMBIA*

TRADE COMMISSIONER JAMES CORMACK

IV

Customs Tariff, Etc.

The Colombian tariff has been in force since 1913 without any substantial alteration, but a new tariff is now before Congress. The chief contemplated changes are protectionist in policy for native industries, but the duties on necessities such as wheat, corn, flour, lard, sugar, barley, oats, potatoes, beef and pork, are to be reduced. The number of groups has been lessened and classification is clearer and simplified. The Constitution provides against sudden tariff changes, as follows:—

Any change in the customs tariff involving a reduction in import duties shall come into effect ninety days after the law establishing it has been sanctioned, and the reduction shall take place at the rate of 10 per cent monthly during the ten months thereafter. If the change involves an increase in duties, it shall be introduced at the rate of 33⅓ per cent monthly during the three months following the sanctioning of the law.

CONSULAR REGULATIONS

Consular invoices and bills of lading which are subject to stamp duties of 50 cents each, are required for all goods exported to Colombia. The former must be made out in quadruplicate in Spanish, and should be presented for legalization at the Consulate at port of shipment, or nearest Consulate, at least twenty-four hours before the date of sailing. The bill of lading is required in duplicate, one stamped and one plain copy; one copy of the consular invoice and the stamped copy of the bill of lading duly certified, are returned to the shipper to be sent to the consignee for presentation at the custom house at port of entry, where the duties are paid. All invoices covering preserved foodstuffs and whisky must be accompanied by a certificate of purity. Consular invoice forms are obtainable from the Colombian Consulates at 20 cents per set of four forms, one invoice covering one shipment only (one mark).

SPECIFICATIONS ON CONSULAR INVOICE

Each invoice must be consigned by the shipper and specify:—

(1) Name of shipper and steamer, port of consignment, name of consignee, name of importer on whose behalf the shipment is made (goods may be consigned "to order").

(2) Marks, total f.o.b. value of invoice in Colombian dollars, and approximate freight charges.

(3) Number, number of packages, description of package, net and gross weights in kilograms, and value of each article or group of articles; total number of packages, total net and gross weights and value.

* Former reports in this series were published as follows: Population, area, commerce and transportation, in No. 1249; Notes on Imports, in No. 1252; and Foreign Trade, Packing, and Representation, in No. 1253.

When articles of different classes are included in the same package without specifying the weight of each article in the consular invoice, the custom house authorities are obliged to weigh the goods in order to collect the corresponding duties, and a further charge of 5 per cent is made. Shippers should, therefore, make the weight of each article clear in the invoice.

CONSULAR FEES

Invoices, 3 per cent of the net amount.
Manifest, 15 cents per every 100 dollars of total value of cargo.
Bill of health, 3 dollars.
Passenger list, 3 dollars.

Invoices covering shipments exempt from consular fees must be accompanied by the original order and a copy; the original is returned to the shipper, and the Consulate retains the copy.

EXEMPTION FROM FEES

The following articles are exempt from consular fees:—

- (a) Articles ordered by the National Government or the government of a department.
- (b) Materials, machinery, and instruments ordered directly by a municipality for its public works.
- (c) Plants, live animals, agricultural seeds, and medicinal serums and vaccines.
- (d) Such railway industrial, or other material as may be specified in the respective contracts to be duty free.

Materials for the department railways and the National Government are exempt from tonnage dues.

PARCEL POST

The conditions are that the goods are admissible to the ordinary mails, that their importation is not prohibited by Colombian laws, and that they are subject to the postal conventions; a consular invoice is not required.

No parcel post package may weigh more than 22 pounds, nor exceed 3½ feet in length. The exact weight of each parcel should be entered on the customs declaration in order to facilitate passage through the customs of Colombia. The sender of a parcel post package or group of packages is required to post to the consignee a duplicate invoice, preferably written in Spanish. The invoice should state:—

- (a) Place and date of posting.
- (b) Name and address of sender.
- (c) Name and address of consignee.
- (d) Number and description of parcels (package, box, etc.), with numbers and marks if any.
- (e) Description of contents of each parcel, or group of parcels, with the value and weight of goods of the same kind and the material of which they are made.
- (f) Gross weight of each parcel or group of parcels.
- (g) The selling price of each article or group of articles and the total value of the invoice.

At the end of the invoice, and before the signature of the sender, the following declaration must be inserted:—

“Under oath I (we) declare that the prices stated in this invoice are the actual selling prices.” In Spanish: “Declaro (declaramos) bajo juramento que el valor dado a los articulos de esta factura es el mismo de la venta.”

Invoices for parcel post do not require consular certification, and need not be presented at the post office where the parcels are posted. One invoice may cover several parcels if sent at the same time and to the same consignee.

Taxes on parcel post are as follows:—

Consular, 5 per cent.

Import duty as per tariff, plus 15 per cent.

Road and conversion fund, 7 per cent.

Municipal tax, 20 cents per package.

Stamp duty, 1 dollar per each folio of invoice.

These taxes are payable in Colombia and cannot be prepaid by sender.

SAMPLES

Samples are free from import duties provided:—

(1) That they have no commercial value; that is, are useless for any purpose other than for commercial propaganda.

(2) That samples of cloths, furs, and papers do not exceed 40 centimetres in length; oilcloth, 30 centimetres.

(3) That samples of cables, wires, battens, etc., do not exceed 8 centimetres in length.

(4) That ornaments, table services, etc., be rendered useless. Samples of other merchandise which cannot be rendered useless, such as wines, liquors, etc., pay import duties. A refund of duty, with a reduction of 25 per cent is obtainable, provided that the samples are re-exported within one year.

Shipments of samples must be covered by Consular invoices, and all samples sent by parcel post should be marked "Muestras sin valor" (samples without value).

LUGGAGE

The maximum amount of luggage (personal effects) allowed into Colombia duty free is 150 kilos per adult, 75 kilos per child over ten years of age, and 50 kilos per child under ten years of age. Immigrants are allowed 500 kilos. All goods, samples, etc., taken with luggage must be packed separately, and be covered by a certified consular invoice.

CONSIGNMENTS OF MERCHANDISE

It is required by law that documents shall be handed to the custom house within forty-eight hours after the arrival of the steamer in port. A fine of one dollar per bale is payable for each additional day. Shipping documents should therefore be sent either to the importer's or the banker's agent at the coast with full instructions, and should not be attached to bill of exchange forwarded to collecting banks in the interior. When goods consigned by parcel post are to be delivered only against acceptance or payment of the bills, the parcels must be consigned to the collecting bank. They should bear a distinguishing mark, say the initials of the drawees, and this, with the number allocated by the distributing office, should be stated on the invoice sent to the bank. Each client's goods should be consigned separately, and a separate invoice for each client is indispensable in order to permit delivery of the package on fulfilment of the necessary conditions. The banks do not undertake to withdraw any parcels, but merely to endorse and hand over the corresponding delivery order.

As warehouse rent is chargeable on parcel post packages forty-eight hours after the consignee has been notified that the goods have arrived and are available for collection, shippers should notify the consignee of the name and address of the person for whom the goods are intended. Packages by parcel post should be forwarded direct to the consignee and not to an agent at the ports, for if the parcel has to be forwarded from the coast to the interior, it will necessitate further postage stamps and be subject to a surcharge of 15 cents on the import duties.

PATENTS AND TRADE MARKS

Care should be taken to register trade marks before commencing to export, and to choose a simple and locally known outline and design which will be familiar to Colombians.

The Colombian laws guarantee the right of property over patents of inventions. These may be granted for a period of ten years with extensions for five-year periods up to twenty years, subject to the payment of renewal fees. A charge of one dollar is made for each year of the grant, and the patent is issued in the form of a diploma which must bear a stamp of twenty dollars. Patents previously protected in a foreign country lapse on the expiration of the term for which they were granted in that country. For trade marks a charge of ten dollars is made and each is valid for a period of ten years, with extension of five-year periods at the rate of fifteen dollars for each renewal. Each registry certificate must bear a stamp of five dollars denomination. Trade names are protected without registration.

AGENCIES IN VENEZUELA

Mr. R. T. Young, Acting Canadian Trade Commissioner at Port of Spain, Trinidad, advises that there is an organization in Venezuela which is well equipped to represent Canadian manufacturers of various kinds of machinery and other materials. The leading lines in which it is suggested that trade can be developed advantageously are the following: woodworking machinery with special equipment for working hardwoods; road-making machinery including concrete mixers, stone crushers, excavating machinery, tar and oil sprayers and boilers; lifting apparatus including steel patent pulley blocks, chain blocks, jacks, overhead travelling cranes, etc.; portable steam boilers of the locomotive and stationary type to consume wood or oil fuels including a good vertical cross tube line from $2\frac{1}{2}$ h.-p. upwards; steel wire ropes for marine and mining and crane and winch work; manila and cotton ropes, twines, etc., as well as cement (the last-named in large quantities packed in barrels of 180 kilos).

The company in question represent some of the largest firms of Great Britain but in none of the products mentioned have they British connections. With long experience in Venezuela, they should be able to form valuable connections with Canadian manufacturers, and they are in a good position to influence sales. They are opening new exhibition rooms in Caracas for the purpose of showing special machines and appliances—an essential feature in Venezuelan trade.

The terms suggested are a commission of 5 per cent on the net turn over, excepting in such special cases as cement where there is close market competition. The name and address of this company as well as further details are available to Canadian manufacturers on application to the Department of Trade and Commerce, Ottawa (quoting file No. 25887).

TARIFF CHANGES AND CUSTOMS REGULATIONS

French Tariff Changes Effective March 16

Mr. Hercule Barré, Trade Commissioner in Paris, cables that a new French tariff bill was passed on March 2, to take effect on March 16. The measure will increase considerably the duty on very many items, mostly agricultural products. Among these are mentioned honey, cheese, dairy butter, oats, wheat, raw sugar, wood pulp. There is a tariff reduction on small motor cream separators and spare parts. The Trade Commissioner is forwarding further details of the new tariff.

Barbados Changes Preference Conditions for Optical Goods

A regulation, No. 72, says the *British Board of Trade Journal*, was assented to by the Governor of Barbados on December 6 last, the effect of which is to raise from 25 to 75 per cent the minimum proportion of the total

value which must result from labour within the British Empire in order that the undermentioned goods may qualify on importation into the Colony for admission at the rates of the British Preferential Tariff, viz: optical glass and optical elements, whether finished or not; microscopes, field and opera glasses, theodolites, sextants, spectroscopes and other optical instruments, and component parts of the foregoing.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

186. BUTTER.—A Manchester firm of commission agents, with connections among the importing and wholesale trade of that district, are desirous of establishing an agency connection with a Canadian exporter.

187. MELTED BUTTER.—A Louvain (Belgian) firm desire to hear from Canadian exporters of melted butter used in the manufacture of biscuits, etc.

188. CHEESE.—A Manchester firm of commission agents, with connections among the importing and wholesale trade of that district, are desirous of establishing an agency connection with a Canadian exporter.

189. CHEESE (CHEDDAR).—Antwerp firm of importers wish to hear from Canadian exporters of cheddar cheese. Prices c.i.f. Antwerp.

190. CHEESE.—An agent in Berlin, Germany, is desirous of acting as representative for Canadian exporters of compressed cheese in packages.

191. HONEY.—A firm of produce importers at Liverpool with a knowledge of the honey trade are open to hear from Canadian shippers not already represented in this market with a view to working up a trade among their connections in the North of England. Samples and c.i.f. quotations in 60-pound tins requested.

192. SUGAR.—A Manchester firm with connections with the wholesale trade of that district are desirous of forming an agency connection with a Canadian refinery for the sale of sugar direct to Manchester firms on a commission basis.

193. BISCUITS.—A commission agent in Bridgetown, Barbados, is desirous of representing a Canadian manufacturer and exporter of biscuits.

194. CHOCOLATES.—A commission agent in Bridgetown, Barbados, is desirous of representing a Canadian manufacturer and exporter of chocolates.

195. GALLON APPLES.—Dublin firm would like to represent, as agents, Canadian exporter of solid pack gallon apples.

196. CANNED PEARS.—A West of England importer desires to hear from Canadian packers with a view to forward contracts for 1928 pack or for spot offers.

197. CANNED VEGETABLES AND FRUIT.—A commission agent in Bridgetown, Barbados, is desirous of representing a Canadian manufacturer and exporter of canned vegetables and fruit.

198. CANNED LOBSTER.—A firm of canned goods brokers at Manchester are open to represent a Canadian exporter on agency basis.

199. CANNED SALMON.—A West African trading organization with its own branches on the coast are open to consider, as buyers, direct offers from Canadian exporters.

200. CANNED SALMON.—A commission agent in Bridgetown, Barbados, is desirous of representing a Canadian manufacturer and exporter of canned salmon.

201. CODFISH (DRIED).—A Barbados firm of commission merchants desire to get in touch with exporters of dried codfish.

202. **DRIED FISH.**—An exporter of cocoa, cocoanuts, and copra in Port of Spain, Trinidad, has decided to add an import department to his business and is desirous of representing Canadian exporters of dried fish. Terms: sight draft, documents on acceptance.

203. **CORN MEAL; FISH; ETC.**—An importer in the Dutch West Indies wishes to negotiate with Canadian exporters of yellow and white cornmeal, bloaters, codfish, salmon, and all kinds of canned goods.

204. **CORN MEAL.**—A commission merchant in Port of Spain, Trinidad, is desirous of obtaining the representation of a Canadian exporter of cornmeal.

205. **ROLLED OATS.**—A Barbados firm of commission merchants desire to get in touch with exporters of rolled oats.

206. **FLOUR, ETC.**—A French concern are anxious to receive lowest quotations on flour, edible fats and greases, dried vegetables, and food products generally. Prices to be given c.i.f. French ports, and also for direct shipment to Fort-de-France, Martinique.

207. **FLOUR.**—A West African trading organization maintaining its own branches on the West Coast is open to hear from Canadian sources of supply.

208. **LARD.**—A French agent with a wide connection would like to represent a first-class Canadian concern exporting pure lard (20 to 25 tons per month).

209. **PICKLED BEEF AND PORK STUFFS.**—A Barbados firm of commission merchants desire to get in touch with exporters of pickled beef and pork stuffs.

210. **PICKLED BEEF AND PORK STUFFS.**—An exporter of cocoa, cocoanuts, and copra in Port of Spain, Trinidad, has decided to add an import department to his business and is desirous of representing Canadian exporters of pickled beef and pork stuffs. Terms: sight draft, documents on acceptance.

Miscellaneous

211. **TOILET PREPARATIONS.**—A commission agent in Bridgetown, Barbados, is desirous of representing a Canadian manufacturer and exporter of toilet preparations.

212. **BATHING SUITS AND KNIT GOODS.**—A commission agent in Bridgetown, Barbados, is desirous of representing a Canadian manufacturer and exporter of bathing suits and knit goods.

213. **TEXTILES.**—An importer in the Dutch West Indies wishes to negotiate with Canadian exporters of cotton piece goods and general dry goods.

214. **DRY GOODS.**—An exporter of cocoa, cocoanuts, and copra in Port of Spain, Trinidad, has decided to add an import department to his business and is desirous of representing Canadian exporters of general dry goods lines. Terms: sight draft, documents on acceptance.

215. **BOOTS, SHOES AND SLIPPERS.**—A commission agent in Bridgetown, Barbados, is desirous of representing a Canadian manufacturer and exporter of boots, shoes and slippers.

216. **BROOM HANDLES.**—A Manchester firm of distributors, with established connections with the wholesale trade of the North of England, are open to receive quotations from Canadian manufacturers in a position to offer softwood broom handles in sizes 48 inches by 1½ inches. Prices required per gross c.i.f. Manchester.

217. **FOLDING DECK CHAIRS.**—A West of England firm desire sample and quotations for folding deck chairs without canvas.

218. **SPRUCE.**—A firm of timber brokers at Manchester are desirous of getting in touch with Canadian shippers of Campbelltown spruce with a view to arranging an agency connection for the Manchester area. Also interested in Nova Scotia varieties.

219. **DOUGLAS FIR.**—A firm of timber brokers at Manchester are interested in getting in touch with Canadian shippers not already represented for the Manchester district, with a view to forming an agency connection in that area.

220. **DOUGLAS FIR.**—A West African trading organization with its own branches on the West Coast, and having a considerable experience with the timber requirements of this territory, is open to hear direct from Canadian shippers of Douglas fir with a view to considering the possibilities of developing a trade.

221. **ROCK MAPLE SQUARES.**—A North of England firm of manufacturers who regularly purchase rock maple squares for the making of bobbins desire offers from Canadian exporters on rock maple squares made from clean, sound, straight-grained timber in accordance with particulars and specifications on file at Department.

222. **WHITE BIRCH SQUARES.**—A North of England firm of manufacturers who regularly purchase birch squares for the making of bobbins desire offers from Canadian exporters on white birch squares made from clean, sound, straight-grained timber in accordance with particulars and specifications on file at Department.

223. **HAND DRILLS.**—A Midland firm are desirous of securing c.i.f. quotations on cheap Canadian hand drills.

224. **GENERAL HARDWARE.**—An exporter of cocoa, cocoanuts, and copra has decided to add an import department to his business and is desirous of representing Canadian exporters of general hardware. Terms: sight draft, documents on acceptance.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MARCH 5, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 5, 1928. Those for the week ending February 27, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending February 27, 1928	Week Ending March 5, 1928
Britain..	£	\$4.86 $\frac{3}{4}$	\$4.8891	\$4.8847
Belgium ..	Belga	.1390	.1396	.1394
Czecho-Slovakia..	Krone	.....	.0296	.0296
Finland..	Mark	.0252	.0252	.0252
France ..	Fr.	.1930	.0394	.0393
Holland ..	Florin	.4020	.4033	.4027
Italy..	Lire	.0526	.0530	.0528
Spain..	Pes.	.1930	.1691	.1692
Portugal..	Esc.	1.0805	.0490	.0500
Switzerland..	Fr.	.1930	.1929	.1928
Germany..	Reichs Mk.	.2382	.2392	.2391
Greece..	Dr.	.1930	.0132	.0132
Norway ..	Kr.	.2680	.2668	.2667
Sweden..	Kr.	.2680	.2690	.2688
Denmark..	Kr.	.2680	.2685	.2682
Austria..	Schilling	.1407	.1412	.1412
Japan..	Yen	.4985	.4692	.4681
Siam..	Tical	.3709	.4575	.4575
India..	Rupee	.3650	.3662	.3662
United States ..	\$	1.0000	1.0017	1.0010
Mexico..	\$	.4985	.4880	.4888
Argentine Rep. .	Peso (Paper)	.4244	.4285	.4281
Brazil..	Mil.	.5462	.1205	.1203
Jamaica ..	£	4.86 $\frac{3}{4}$	4.8700	4.8700
British Guiana ..	\$	1.0000	1.00 $\frac{7}{8}$ —1.02 $\frac{1}{8}$	1.00 $\frac{7}{8}$ —1.02 $\frac{1}{8}$
Barbados ..	\$			
Trinidad..	\$			
Dominica ..	\$			
St. Kitts..	\$			
Grenada ..	\$			
St. Vincent..	\$			
Tobago ..	\$	.....	.6343	.6325
China ..	Taël			
Batavia, Java. .	Guilder			
Peru ..	Libra			
Singapore, Str. Settlement ..	\$	.5678	.5675	.5675

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Inventor, March 17; Canadian Mariner, March 27; Canadian Traveller, April 6—all C.G.M.M.; Marloch, March 15; Marburn, March 22; Montnairn, April 5—all Canadian Pacific.

To AVONMOUTH.—Carmia, Anchor-Donaldson, March 15.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, Head Line, March 31.

To CARDIFF AND SWANSEA.—Canadian Rancher, March 24; Canadian Trapper April 7—both C.G.M.M.

To GLASGOW.—Carmia, Anchor-Donaldson, March 15; Bothwell, March 22; Melita, March 29—both Canadian Pacific.

To LIVERPOOL.—Montcalm, March 16; Minnedosa, March 23; Montclare, March 30; Montrose, April 6—all Canadian Pacific.

To LONDON.—Canadian Inventor, March 17; Canadian Mariner, March 27; Canadian Traveller, April 6—all C.G.M.M.; Beaverburn, March 17; Beaverdale, March 24; Beaverbrae, March 31; Beaverhill, April 7—all Canadian Pacific; Ariano, March 17; Comino, April 7—both Furness Line.

To HULL.—Ariano, March 17; Comino, April 7—both Furness Line.

To MANCHESTER.—Manchester Brigade March 24; a steamer, April 7—both Furness Line.

To SOUTHAMPTON.—Marloch, March 15; Marburn, March 22; Montnairn, April 5; Metagama, April 7—all Canadian Pacific.

To HAMBURG.—Beaverburn, March 17; Beaverbrae, March 31; Metagama, April 7—all Canadian Pacific; Queens County, March 22; Grey County, April 5—both County Line; Cairndhu, Thomson Line, March 23.

To HAVRE.—Laval County, March 15; Grey County, April 5—both County Line.

To ROTTERDAM.—Laval County, March 15; Hada County, March 28; Porsanger, April 1—all County Line.

To COPENHAGEN AND BALTIC PORTS.—Maine, Scandinavian-American Line, March 25.

To NORWEGIAN PORTS.—Idelfjord, Norwegian-American Line, March 15.

To ITALIAN PORTS.—Valforita, Lloyd Mediterraneo Italian Service, March 17.

To SOUTH AND WEST AFRICAN PORTS.—Calgary, Elder Dempster Line, March 15.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Queen Eleanor, New Zealand SS., March 28.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, March 24; Canadian Skirmisher, April 7—both C.G.M.M.; Invernica March 23; Adolf Bratt, April 6—both Ocean Dominion.

From Halifax

To GLASGOW.—Athenia, Anchor-Donaldson, March 19.

To LIVERPOOL.—Newfoundland, March 17; Nova Scotia, April 11—both Furness, Withy; Regina, White Star-Dominion, March 14; Aurania, Cunard Line, April 26.

To LONDON.—Ausonia, March 12; Antonia, March 26—both Cunard Line; Ariano, Furness, Withy, March 19; Mississippi, Leyland Line, March 21.

To HULL.—Ariano, Furness, Withy, March 19.

To MANCHESTER.—Manchester Brigade, Furness, Withy, March 12.

To ST. JOHN'S, Nfld.—Newfoundland March 17; Nova Scotia, April 11—both Furness, Withy; Nerissa, March 13, March 27; Rosiland, March 20, April 3—both Red Cross Line; Skipper, March 24, April 7; Sambro, March 13—both Farquhar SS.; Magna, Newfoundland-Canada Traders, March 25.

To ST. PIERRE-MIQUELON.—Skipper, Farquhar SS., March 24.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, C.G.M.M., March 24.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Runner, March 16; Canadian Squatter (calls at Guadeloupe), March 30—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, March 23; Canadian Volunteer, April 4—both C.G.M.M.; Josey, March 16; Invernica, March 30—both Ocean Dominion.

To AUSTRALIAN PORTS.—Canadian Victor, March 17; Canadian Constructor, April 7—both C.G.M.M.

To NEW ZEALAND PORTS.—Canadian Transporter, C.G.M.M., March 24.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, March 21; Andalusia, April 4—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, March 17; Empress of Russia, April 7—both Canadian Pacific.

To YOKOHAMA, KOBE, DAIEN AND SHANGHAI.—London Maru, Osaka Shosen Kaisha, March 27.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, March 13; Talthybius, April 3—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australian Service, April 4.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Crosskeys, American-Australia-Orient Line, April 15.

To HAVRE, ANTWERP AND BORDEAUX.—La Marseillaise, March 24; Oklahoma, April 10—both Cie. Gle. Transatlantique.

To HAMBURG, ANTWERP AND BREMEN.—Sachsen, March 15; Heidelberg, April 5—both Hamburg-American Line.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Fella, Navigazione Libera Triestina, April 9.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Dinteldyk, March 22; Loch Katrine, April 5—both North Pacific Coast Line.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Eemdyk, March 13; Noorderdyk, April 2—both North Pacific Coast Line.

To MANCHESTER.—Pacific Pioneer, Furness (Pacific) Ltd., March 27.

To KINGSTON, JAMAICA.—Canadian Winner, C.G.M.M., March 21.

To PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS).—Uranienborg, Canadian Transport Co., Ltd., April 15.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Trade after the War (1916). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

P. W. Cook. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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MR. LANGLEY'S ITINERARY IN ONTARIO

Mr. James A. Langley, Canadian Trade Commissioner to Japan, who is undertaking a tour of the Dominion in the interests of Canadian trade with that country, is about to begin his visit to Ontario. The following are the dates of his itinerary:—

Galt.. . . .	March 19	St. Catharines .. .	March 26
Brantford	March 20	Welland	March 27
Guelph	March 21 and March 22	Woodstock... ..	March 28
Niagara Falls .. .	March 23		

APPLES: VARIETY AND SIZE PREFERENCES IN THE UNITED KINGDOM

Mr. J. Forsyth Smith, Canadian Fruit Trade Commissioner, Liverpool, writes under date February 25, 1928, that it has long been evident that apple shippers would secure more satisfactory returns from the sale of their fruit, if the variety and size preferences in different markets were more carefully studied, and a systematic effort made to direct supply in accordance with those preferences.

There are certain varieties which are popular practically everywhere, but there are others which, while prime favourites in one locality, meet with a very poor reception elsewhere. Thus Cox's Orange sell at such a premium in London that it is definitely bad policy to ship them to Liverpool. Ribstons also have a special appeal to London, while on the other hand McIntosh Red are highly appreciated in Glasgow, but move very slowly in London. These are facts which the secondary buyers are constantly taking advantage of to their own profit, instead of that of the shipper whose returns are only affected by the

primary sale. A very striking instance of this occurred recently when some fine McIntosh Red, which were finding no outlet in London, were purchased by a Glasgow firm and sold at a definite profit over and above the expense of transportation.

Different markets also have very definite preferences for particular sizes, London for example, absorbing readily small sizes that would meet with a very poor reception in the North. Shippers of boxed apples especially should keep the variations in size requirements in mind as proper distribution in this respect may make quite a difference in returns. In the case of the shipment of McIntosh Red instanced above, as reshipped from London to Glasgow, the situation in London before the transshipment was aggravated by the fact that the sizes were very large. As a matter of fact, the medium sizes in the lot had been disposed of, and it was the out-size remainder that hung on hand. In connection with this question of size of boxed apples, shippers do not pay sufficient attention to segregating export from home market sizes. The United Kingdom market in general has a strong preference for medium sizes, 150-175, and always discounts sizes 112 to 138 and larger, while on the other hand the Prairie home market prefers the larger apples. Distribution should take place in accordance with these preferences to a much greater extent than is actually done.

The considerations set forth above provide the justification for an investigation that has just been made as to size and variety preferences in some of the principal markets of the United Kingdom, and the result set forth in this report should be of very practical value to Canadian shippers. They are based on a questionnaire vote by a large proportion of the principal importers. The whole subject is made the basis of exhaustive investigation the results of which will be published in Apple Supplement No. 64 to the *Commercial Intelligence Journal*, now in the press, copies of which may be obtained on application to the Department of Trade and Commerce, Ottawa.

WEST OF ENGLAND MARKET FOR CANNED PORK AND BEANS

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, February 23, 1928.—The sale of canned pork and beans with tomato sauce is gradually increasing in the West of England and South Wales. The bulk of the business is in the hands of United States packers, but a certain quantity of Canadian origin is offered on the local markets. There should be room for considerable expansion, particularly in the sale of 18-ounce net tins. These are packed in cases containing twenty-four 18-ounce net tins, or thirty-six 18-ounce net tins. One well-known pack is shipped by the latter method; the former is the present Canadian method; both are quite satisfactory.

One old-established brokerage house has recently been making inquiries for Canadian supplies and, with offices in London and Liverpool and headquarters at Bristol, they are in a position to do considerable trade. Canadian firms interested in this inquiry should send samples and prices c.i.f. United Kingdom port in sterling, together with the rate of commission or brokerage which will be allowed. It should be noted that the 18-ounce net tins which are nominal 2's must be guaranteed to contain 18 ounces net.

PRICES

During the past season prices for good-quality pork and beans have dropped from 4s. and 4s. 3d. (97 cents and \$1.03) to 3s. 6d. and 3s. 9d. (85 cents and 91 cents) per 18-ounce dozen tins. Unfortunately for the Canadian product, the United States packers were the first to drop their prices, and it was not until the market had bought very heavily at the reduced price that Dominion packers were prepared to come into line.

It is understood that in many packs Danubian beans are being used, but to what extent it is impossible to state.

WEST OF ENGLAND ECONOMIC SITUATION

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, February 27, 1928.—After many months of depressing trade reviews, it is a pleasure to report that business appears to be picking up steadily in the West of England. It is to be hoped that the present movement will be maintained, and that it will extend to South Wales, which is the most depressing trade area in the United Kingdom.

BRITISH INDUSTRIES FAIR, BIRMINGHAM

The British Industries Fair is the principal trade event during the month of February. The Birmingham section opened on the 20th instant at the huge exhibition buildings at Castle Bromwich. During the past eight years records have been made, but no one would have predicted even in 1920 the dimensions to which it has attained and the success that has attended it. The British Industries Fair takes its place both for size and for representative character with the greatest exhibitions in the world.

The Birmingham section is organized by the Birmingham Chamber of Commerce, and the whole of the financial responsibility in connection with its organization and the great extensions that have been made, has been borne by that Chamber as a corporate body. The area of the building is about ten and a half acres, and it is under one roof. Upon the completion of the Fair a full report will be published in the *Commercial Intelligence Journal*.

BIRMINGHAM CONDITIONS

There has been trouble in the building trade during the month, the harmonious relations between employers and operatives have been broken over a reduction of $\frac{1}{2}$ d. per hour in wages which took effect automatically in February, under the sliding scale which is set to the cost of living. The effect of the readjustment is to rate plasterers 42 cents per hour instead of 43 cents.

The electrification of the Midlands is proceeding satisfactorily. In the development of the Government's plans to give every part of England more free use of electricity, it was the original plan to standardize the frequency at fifty. Birmingham, however, to a great extent has been developed at twenty-five frequency, and for the present time is to remain undisturbed as a self-contained unit. The major portion of the Birmingham area will be developed at fifty frequency, but the inner zone of Birmingham itself will remain at the lower figure. It is stated that there will be no technical difficulty in this dual arrangement.

Iron and steel trades are fairly quiet; the iron mills of the district are moderately employed. Steel mills still work on short time, but are doing fairly well in constructional steel.

In the Wolverhampton area the engineering industry appears to be steadily improving, and the demand for iron and steel is considerable, though a strong proportion of foreign material is still in demand. Increased activity in the British shipping industry is benefiting the cable industry and this is expected to continue over a long period. It is reported that chain makers have sufficient orders on hand to keep them busy for half a year.

COVENTRY

It is yet too early in the year to give an opinion on the motor car industry, which is the trade barometer of Coventry. Motors are definitely better than

they were two or three months ago, and both motor car and motor cycle firms are having increased domestic business. Coupled with this, the motor cycle trades advise better business on the Continent in addition to a very fair trade with India and South America.

SHIPPING

Sir William Seager, of Cardiff, who this year is President of the Chamber of Shipping of the United Kingdom, states there is a better outlook for the shipping industry. As regards the heavy industries, he believes "that whilst they are moving but slowly towards prosperity, yet they are none the less moving". He compares the tonnage of shipping under contract in December, 1926, with that of to-day, and shows that it has increased from roughly 760,000 gross tonnage to 1,579,000. His opinion was that the time was not far distant when the demand for tonnage would overtake the supply, and they would enter on a period of prosperity for which they had waited long.

WEST OF ENGLAND

At the annual meeting of the Imperial Tobacco Company of Great Britain and Ireland, which has its headquarters in Bristol, the future of Empire-grown tobacco was dwelt upon by Sir Gilbert Allen Wills, Chairman of Directors, who stated that the company had been interested in the development of such Empire growths, but they had all along urged the wisdom of making haste slowly. While he would be the last to deprecate optimism, he recalled that in more than one country within the Empire they had at one time or another suffered from over production, and that during 1927 and in the current year there were indications that this had happened and is happening again. In Nyasaland and more recently in Canada they had established a leaf handling plant in the centre of the tobacco-growing district. (In the case of Canada, this is located at Chatham under the name of the British Leaf Tobacco Company of Canada, Limited.) Sir Gilbert further stated that in the introduction of a wide range of all-Empire pipe tobaccos they had already achieved striking success, and he particularly mentioned that before long the public would have an all-Rhodesian cigarette which was the work of months of careful blending in their factories.

UNEMPLOYMENT

The number of persons registered at employment exchanges on January 30, 1928, in the chief towns and cities in the Bristol area were as follows, the figures within parentheses showing decrease or increase as compared with January, 1927: Bristol, 14,672 (—11,170); Birmingham, 26,607 (—6,369); Coventry, 2,885 (—2,015); Leicester, 3,869 (—1,060); Northampton, 1,843 (—295); Wolverhampton, 4,311 (—1,756); Cardiff, 10,134 (—428); Swansea, 7,584 (+1,000).

BANK CLEARING

There has been a substantial increase in bank clearings in January, 1928, over January, 1927, although in Birmingham and Leicester there has been certain decreases. Figures for the principal cities are as follows:—

	January		
	1927	1928	
Birmingham	12,078,000	11,558,000	—4.3
Bristol	4,992,000	5,341,000	+6.9
Leicester	4,008,000	3,881,000	—3.1

MARKET FOR CANNED SOUPS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, February 18, 1928.—Although the demand for canned soups in the North of England is very small and is principally a winter trade, inquiries recently made among several of the higher class retail grocery shops of this district indicate that the trade is slowly growing.

There are several brands of canned soups being offered and competition is very keen for the limited business available at present. The larger share of the trade is enjoyed by one well-known English manufacturer whose soups are well established and sell at considerably higher prices than other makes. Several Canadian and American soups, some of which were introduced during the war, are also on the market. One particular American line is considered the foremost competitor of the higher-priced English product, and its success is generally attributed to consistent advertising and an efficient distributing organization in this country which handles a number of other canned goods turned out by the same company. Canadian soups are considered to be of very good quality, but as a class are not advertised so extensively as their competitors and are therefore not as well known.

Generally speaking, it is only the better-class retail grocers that do any appreciable trade in canned soups; the ordinary shop of this class will on the average stock from two to three different brands. The poorer-class business runs more to desiccated packet soups which retail in small packets from 4 cents each up to 12 cents, and while retailers and multiple shops who cater to the cheaper trade will often stock canned soups, they do not get through the same quantities as the more exclusive stores.

A number of different varieties of canned soups are offered, including green pea, oxtail, tomato, mulligatawny, mock turtle, julienne, gravy, celery, asparagus, chicken broth, hare, kidney, and consomme. It is difficult to say which are the most popular, but among the best sellers are green pea, tomato, oxtail, and mulligatawny. The most popular English soup is put up in both 1- and 2-pound tins, but as far as Liverpool and Manchester districts are concerned, the 1-pound tin containing about 12 ounces net weight is most in demand. Canadian and American soups are chiefly sold in tins containing 10 ounces net weight packed in cases of four dozen.

The best selling English brand retails at prices ranging from 1s. 1d. (26 cents) to 1s. 3d. (30 cents) per 1-pound tin depending on the kind of soup. Canadian and American soups in 10-ounce tins are generally retailed at from 5d. (10 cents) to 6d. (12 cents) each, according to variety, although at times when some retailers have been able to purchase in job lots at reduced figures they have sold these soups at as low as 4½d. (9 cents) per can.

Several wholesale distributors interviewed have not been encouraging regarding the possibilities of extending the general demand for imported canned soups and point to the small dimensions of the trade at present plus the cheapness of soup made in the home from vegetable and meat scrap, etc., as factors militating against the sale of the canned article. On the other hand, the more progressive traders interviewed, particularly the high-class retailers, express the view that the business is increasing and that it is a question of further educating the public through advertising campaigns and general publicity work to the advantages of using a prepared product put up in such a handy form, in order to increase sales.

As stated above, the quality of Canadian soups is considered quite satisfactory and with the growing public tendency to purchase Empire foodstuffs in preference to foreign whenever possible, Canadian producers by giving careful attention to this market and making their brands better known should enjoy an increased share of the trade.

SCOTTISH ELECTRICITY SCHEME

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 2, 1928.—Three British firms are to share in the provision and erection of the 132,000-volt transformers for the Central Scotland Electricity Scheme. They are the Metropolitan Vickers Electrical Company (Limited) of Manchester, the English Electric Company (Limited), London, and Messrs. Ferranti of Hollingwood, Lancashire, with whom orders have been placed by the Central Electricity Board. This is the second of the principal contracts in connection with the scheme, and it follows the precedent of the first one in that, notwithstanding the keen competition of foreign firms, the board's policy of retaining the work in this country has been maintained. The first principal contract, that for the construction of the high-tension transmission lines of the 228 route miles in Scotland, was secured by the British Insulator Cable Company Limited of Preston, Lancashire. It will be interesting to Canadians to know that this firm has passed a sub-contract for the supply of half the porcelain insulators and associated equipment required to a well-known Hamilton (Ontario) firm. It is hoped that other Canadian firms may share in the supply of other material to the principal contractors.

The primary transmission lines of this great system, of which that for Scotland is the first link in the interconnected scheme covering the whole country, will carry a voltage of 132,000 between phases. Scotland is thus given the opportunity of leading in one of the greatest industrial developments of modern times. The co-ordination and development of the generation and supply of electricity, as proposed for the Scottish industrial belt, undoubtedly will be a most potent factor in promoting a new and prosperous era in Scottish industry.

ROAD ADMINISTRATION IN THE IRISH FREE STATE

TRADE COMMISSIONER F. W. FRASER

Dublin, February 21, 1928.—A marked improvement has been effected in Irish Free State roads during the past few years, and considerable sums of money have been expended thereon, chiefly through the medium of the Road Fund, established by the Roads Act, 1920. This fund comprises the proceeds of the motor vehicle licence duties, drivers' licence fees, and fines imposed for breach of the law in relation to motor vehicles, and is available for the making of grants or loans to local authorities for the improvement and maintenance of existing roads, or the construction and maintenance of new roads. During the fiscal year 1913-14 road expenditure amounted to only £670,960, while in 1922-23 the sum expended amounted to £1,390,022. During the succeeding years annual expenditure has gradually declined, the estimates for 1927-28 being £1,249,522.

There are about 46,500 miles of publicly owned roads in the Irish Free State, of which 4,000 miles are classified as trunk roads, and these form the main skeleton network for the entire state. Another 4,000 miles are classified as main or link roads, connecting up the trunk roads, and the balance of 38,500 miles as local or district roads, which are of purely local importance.

The greater proportion of the road mileage is of the waterbound macadam type, but considerable progress has been made in recent years in resurfacing trunk and main roads with tar-bitumen macadam, and the national scheme for road improvement contemplates tar-bitumen surfacing at least. Until quite recently road-work was carried out altogether by the county councils, who pro-

vided the necessary plant and equipment and engaged day labour. During the past few years, however, a number of local authorities have carried out road-work through the medium of road construction contractors, and this method is now becoming more general.

ROAD MACHINERY

It is contended in many quarters that there are too many roads in the country, and in any case the fact remains that practically no new roads are being constructed. Road work is accordingly limited to the widening, repairing, and maintenance of existing roads. There is no demand in this country therefore for road-making machinery designed for the construction of new roads, such as graders, scarifiers, levellers, drags, and ploughs. Road plant is confined principally to rollers, stone-breakers, concrete mixers, rock drills, and tar-bitumen boilers, mixers, and distributors.

Practically all of the machinery used in this country at present, with the exception of a few rock drills imported from the United States, is the product of United Kingdom manufacturers, whose proximity to the market gives them a decided advantage over all others in that it is possible to secure spare parts and replacements at short notice, thus making it unnecessary for local agents to carry extensive supplies.

MOTOR VEHICLE TAXATION IN THE IRISH FREE STATE

TRADE COMMISSIONER F. W. FRASER

Dublin, February 21, 1928.—The basis of taxation of motor vehicles varies according to the class of vehicle and the purpose for which it is used. *Private motor cars* are taxed upon the horse-power of the engine, the horse-power rating being based on the areas of the cylinders. The annual tax at present in force is at the rate of £1 per horse-power or part of a horse-power, with a minimum duty of £8 per annum. A special tax of £10 per annum is payable in respect of motor cars, 75 per cent of which is the product of Irish Free State manufacture. *Passenger vehicles* are taxed on seating accommodation where there are more than six seats, exclusive of the driver, from £28 per annum in the case of a vehicle seating not more than fourteen persons to £64 per annum in the case of a vehicle seating more than thirty-two persons. For vehicles having more than thirty-two seats, the tax is at the rate of £2 per seat. *Commercial vehicles* are taxed on unladen weight, varying from £10 in the case of a vehicle not exceeding 12 cwt. to £105 where the weight exceeds 6 tons (unladen). An extra charge of £12 is made for a trailer.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, February 8, 1928.—For the first six months of the fiscal year (July to December) the value of the imports into Australia declined by £3,097,292 compared with those for the corresponding six months of the previous year, while exports increased by £1,648,042. The comparative figures for the periods are outlined thus:—

Imports, six months 1927-28.. . . .	£80,887,890
Imports, six months 1926-27.. . . .	83,985,182
Decrease 1927-28	£ 3,097,292
Exports, six months 1927-28	£71,639,296
Exports, six months 1926-27	69,991,254
Increase 1927-28	£ 1,648,042

Included in the 1926-27 exports were bullion and specie to the value of £9,171,121; in 1927-28 the values were £2,723,671. Consequently merchandise exported in 1927-28 aggregated £68,915,625 or £11,688,226 less than the value of the imports of merchandise for the term.

AUSTRALIAN CUSTOMS AND POST OFFICE REVENUES

As anticipated in recent advices, the Customs revenue for the first seven months of the fiscal year (July to January inclusive) declined to £25,574,192 or £147,416 less than in the previous period. As an indication of the trading position, it may be stated that the Customs revenue for January declined by £262,834 as compared with the same month in 1927. It would therefore appear that a marked contraction in the value of importations from overseas has set in, and it is generally considered the figures will indicate a considerable comparative reduction before the end of the financial year on June 30 next.

The receipts of the Postmaster-General's Department (stamps, telegrams, and telephones) for the July-January period were £6,995,829 or an increase of £356,088 over last comparative figures.

COMMONWEALTH CONVERSION LOANS

Of the £36,000,000 of $4\frac{1}{2}$ and 5 per cent domestic loans which the Commonwealth Government sought to convert during December and January, some £10,400,000 had to be provided by the associated underwriting banks. The subscriptions, which closed on January 31, aggregated £25,600,000, comprising £15,105,000 in conversions and £10,495,000 in cash subscriptions. Some £817,000 of the old loans were then unclaimed.

VICTORIAN GOVERNMENT'S MORATORIUM

In December the State Government of Victoria enacted legislation under which farmers, settlers, and fruit growers in that portion of the State which last season had been more or less devastated by drought and frost conditions were granted a moratorium for a period of one year from payment of principal and interest on all advances (mortgages, etc.) and liabilities of other character.

It has recently been ascertained that the enactment covers much more than the Government intended in that—as it stands—it is legally applicable to all persons—storekeepers, hire purchasers of motor cars, etc.—residing within the prescribed area. While the moratorium is of purely local consequence, it has aroused considerable opposition, and agitation may lead to the wholesale benefits conceded being withdrawn and restricted to at least the extent of being inoperative to others than the man on the land.

AUSTRALIAN WOOL SALES

After an interval of two weeks, the Melbourne wool sales were resumed this week, when the February series of sales were opened. Competition from the outset was keen and well sustained so far as purchases made for shipment to the United States and Russia were concerned. The demand for the better class of merinos was particularly keen from Yorkshire buyers in lines showing high quality. Both Japan and Europe were comparatively quiet in the merino section. The feature of the opening sales was the all-round nature of the demand for comebacks and crossbreds, in which every section of buyers participated and prices showed an improvement of over 5 per cent upon those ruling in January. The top price for merinos so far reported this week was $33\frac{1}{4}$ pence, while 33 pence was paid for comeback wool. The market is active, and with a forecast of about

400,000 bales shortage in the 1927-28 clip, it would appear that the estimate, judging by the quantity of wool coming forward, will not be sustained.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—In sympathy with the weakening market overseas, prices for Australian wheat have been steadily declining during the last three weeks and, in view of a somewhat uncertain trade situation, exports have declined to a minimum.

Farmers are unwilling to part with their wheat at the prices offered, and these prices would leave no margin for shipment even if they were accepted. Growers naturally hope that more remunerative offers will be available later on in the year. In the meantime, on expert authority, the position of both shippers and millers is regarded as practically hopeless so far as exports are concerned. However, it is considered that quotations on wheat, both for domestic and overseas trade, have about reached bedrock, and an improved demand is hoped for.

To-day's prices on the basis of a bushel of 60 pounds f.o.b. steamer are as follows: West Australia (f.o.b. Fremantle), 5s. 4½d. (\$1.31); South Australia (f.o.b. Adelaide), 5s. 4½d. (\$1.31); Victoria (f.o.b. Melbourne), 5s. 5d. (\$1.32).

Flour.—There has been no improvement during the last month in the export flour market and the trade is stagnant without any immediate prospect of alleviation. Business with Europe and Egypt is impossible at the moment, and if British and Continental millers obtain stocks of wheat at lower rates from Canada and the United States than those ruling in Australia, the outlook for exports from the Commonwealth will consequently be still less promising. Very few Australian flour mills are now operating to capacity, and unless an unexpected demand arises from overseas, a further curtailment in production appears obvious.

To-day's quotations for standard quality flour per ton of 2,000 pounds f.o.b. main Australian ports are:—

Packed in sacks of 140 to 150 pounds gross, £10 15s. ((\$52.32).

Packed in hessian bags of 98 to 101 pounds gross, £11 (\$53.53).

Packed in calico bags of 49 pounds gross, £11 10s. (\$55.96).

Freight Rates.—A further reduction was recently made in freight rates in an endeavour to encourage shipments of wheat and flour. The rate now ruling on parcels (part cargoes) for February-March shipments is £1 10s. (\$7.30) per ton of 2,240 pounds of wheat to United Kingdom ports. For the same destination the quotation on flour shipments is now £1 12s. 6d. (\$7.91) per ton of 2,240 pounds. For full cargoes of either wheat or flour, or a combination of both, the freight to the United Kingdom is nominally £1 11s. 6d. (\$7.67), but so far the all-round reduction in freights has had no effect on either shipments or charters.

PROFITABLE UTILIZATION OF SAWDUST

TRADE COMMISSIONER D. H. ROSS

Melbourne, February 9, 1928.—In many countries the question of disposing of sawdust, particularly with the view of obtaining some remuneration from the process, has caused considerable research and investigation without achieving results of practical value, hence the progress now being made—though to a comparative limited extent so far—in turning this waste product into money in Australia has inspired this report.

From mountains of sawdust in Tasmania—refuse from sawn timber of the Huon pine—a most valuable essential oil is being distilled by a special process. The Huon pine and a somewhat similar variety—so far as inquiry has demon-

strated—exist only in Tasmania and New Zealand. Yet it appears a feasible deduction that Canadian forests have some varieties of pine containing—in their waste sawdust—essential oils of high commercial value.

Huon pine (*Dacrydium Franklini*) contains up to 5 per cent of an essential oil known to the world as menthyl-eugenol. From early text books $\frac{1}{2}$ (0.5) per cent was considered to be the yield, but through a new process of distillation, devised under the supervision of the Technological Museum at Sydney, a resulting 5 per cent was obtained.

On the authority of a highly qualified analytical chemist the maximum cost of distillation (including labour) would not exceed one shilling (24 cents) per pound. The oil being heavier than water, will probably require some modification of the ordinary processes of distillation of lighter oil such as eucalyptus.

Menthyl-eugenol is of considerable value and is already sought for in Europe owing to its high germicidal power and remedial action in medicine and dentistry, apart from its value to perfumers and soap makers. A tooth paste containing this oil is of proved value in the treatment of pyorrhœa.

Methyl-eugenol, by conversion and oxidation, produces vanillin, which is universally used for making essence of vanilla, but a cheaper process of conversion will bring a big financial award to the successful scientist, as Germany produces the bulk of synthetic vanillin, which is sold for about twelve shillings (\$2.92) a pound or £6 (\$29.20) per gallon. This essential oil derived from sawdust of the Huon pine has already a market value in Europe, particularly in Germany, where it is sold wholesale at sixteen shillings (\$3.89) per pound, thus leaving a wide margin of profit to the producers.

Chemists assert that one ton (2,240 pounds) of Huon pine sawdust or shavings will yield from 8 to 10 gallons. The oils obtained are of excellent quality and aroma, being quite bright and highly refracting, the principal constituent being over 95 per cent of methyl-eugenol, which is an extremely valuable germicide, being more than fourteen times more powerful than carbolic acid, hence its value in high-class disinfectants.

The addition of methyl-eugenol to soaps is claimed to make them truly antiseptic and germicidal, valuable for curative and medicinal use generally. Such properties, combined with a pleasant fragrance, should go far in establishing its popularity in the manufacture of a super-toilet soap for general use.

These eugenols—both methyl and ethyl varieties—are obtained from trees, plants, and flowering shrubs in many parts of the world, but using sawdust as a basis opens up a wide field of possibilities.

The Tasmanian production of Huon oil has not yet been established upon a commercial basis, but—having proved that the oil can be put on the market at considerable profit to supply an undoubted demand—a company is in process of formation for utilizing waste sawdust for the purpose indicated.

NEW ZEALAND MARKET FOR SALT

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, February 9, 1928.—The annual consumption of salt in New Zealand amounts to some 30,000 tons. All supplies are imported, since there are no deposits of commercial value in the country. The market is provided by the trade in domestic rock salt augmenting a large demand for salt required by dairy factories for butter making and by tanneries for hide curing. The bulk of the demand in recent years has been met by United Kingdom exporters. Other European sources of supply have also been tapped, Australian salt is frequently imported, while small amounts of Canadian and United States domestic salt have only recently been favourably received by the grocery trade.

IMPORT TRADE

The following table illustrates the volume of imports of the various qualities of salt into New Zealand during the calendar years 1924, 1925, and 1926:—

Imports of Salt into New Zealand, 1924-26

	1924		1925		1926	
	Cwt.	£	Cwt.	£	Cwt.	£
In retail packages (domestic salt)—						
United Kingdom.. . . .	.....	6,115	.....	10,874	5,537	8,915
Canada .. . . .	.....	509	.....	1,083	914	838
Australia .. . . .	.....	49	.....	62	.....	.....
United States.. . . .	.....	1,296	.....	1,325	968	820
Other .. . . .	.....	3	.....	.....	.....	.....
Total .. . . .	.....	7,972	.....	13,344	7,419	10,573
N.e.i. (dairy and coarse salt)—	Tons		Tons		Tons	
United Kingdom.. . . .	24,903	90,953	26,955	96,655	24,327	83,020
Canada .. . . .	.....	.....	13	54	42	263
Australia	1,712	5,388	5,309	15,713	4,827	13,997
Germany	40	74	1,433	3,380	259	511
United States.. . . .	.....	.....	.....	.....	8	130
Other	1	1	.....	.....	.....	.....
Total	26,656	96,416	33,710	115,802	29,463	97,921
Rock—						
United Kingdom.. . . .	522	1,545	614	1,730	513	1,505
Australia	45	116	52	154	1	12
Other	20	48	.....	.....	.....	.....
Total	587	1,709	666	1,884	514	1,517

The predominance of the United Kingdom as a source of salt supplies is very evident—a result principally of the practice of New Zealand dairy factories placing orders through their English agents or buyers, but also of the preferential tariff rates under which the salt is imported and the favourable freight rates available on ships engaged in the direct United Kingdom-New Zealand carrying trade. Australia has of recent years supplied an increasing proportion of the demand for coarse and dairy salt. German coarse and dairy salt has enjoyed spasmodic sales, while the United States and Canada have shared fairly equally in the trade in domestic grades.

MARKET REQUIREMENTS

Domestic Salt.—The market for domestic salt, in comparison with the population of the country, is a small one when contrasted with that for other grades. Sales of bagged salt for ordinary household use account for most of the total volume, but cardboard and tin containers of 1-, 1½-, and 2-pound capacity are growing in favour. The average grade of fine dairy salt is frequently retailed in 5- and 7-pound bags, but owing to the prevalent humidity throughout New Zealand a preference for a more freely running quality exists and indicates an increasing market for “pouler” packages or the same quality put up in bag containers. The fairly recent introduction of “iodized” salt has met with particular favour on account of the prevalence of goitre, and this feature in household grades appears a strong selling point. Owing to the lengthy ocean carriage, all the box containers of domestic salt should insure freedom from damage by weather conditions.

Dairy Salt.—Its use in dairy factories forms the basis of a large import trade in fine-quality dairy salt. Over 300 butter-making establishments require several thousand tons annually and in the manufacture of the finest grades of butter they will buy only a pure, fine-quality product. Dairy salt must be packed in double bags of hundredweight capacity.

Coarse Salt.—Large quantities of coarse salt are used in freezing and curing operations which are carried on extensively throughout the country. A coarse grade is preferred for freezing, while finer qualities are used in curing establishments. Coarse salt is generally packed in bags of one-twelfth ton capacity.

PRICES

Very little variation in salt prices quoted by English houses is apparent, this feature of the market resulting from the close association of United Kingdom producers. Current prices now being quoted by New Zealand agents, c.i.f. main ports, are as follows:—

- (a) Domestic (unstoved vacuum, packed in cwt. hessian bags), £5 8s. 6d. per ton.
- (b) Dairy—
 - (1) Packed in cwt. hessian bags, £6 11s. per ton.
 - (2) Packed in 7-pound bags for household use, £9 5s. per ton.
 - (3) Packed in 5-pound bags for household use, £9 15s. per ton.
- (c) Coarse, £4 18s. per ton.
- (d) Rock, £4 18s. per ton.

These prices are representative of quotations now being made by New Zealand merchants and include a commission of 5 per cent as well as primage charges amounting to 1 per cent. Retail prices of the finer grades vary according to quality and packing. "Pourer" tins of the best grade of iodized salt retail at 1s. 2d. and 1s. 3d. per 1½ pounds; a slightly inferior grade is sold at 7d. per 1-pound cardboard package, while ordinary domestic salt is priced at 1s. per 5-pound cotton bag.

SALES METHODS

Practically all sales of salt in New Zealand are made by English produce houses or local indent or brokerage firms. Increased shipments of New Zealand butter to the Canadian market suggest the adoption of the English practice and the disposal of a Canadian product by importers of New Zealand dairy produce. Alternatively, sales through agents or, in some cases, directly to the larger dairy companies or to groups of smaller co-operative organizations may provide an outlet for the Canadian product. Agency arrangements may be made either on a commission basis or by a representative acting as the buyer for the New Zealand market.

TARIFF

All grades of salt of British origin are admitted free of duty under the New Zealand tariff when accompanied by prescribed certificates of origin and manufacture, while a similar product imported from non-British countries is dutiable at a rate of £1 5s. per ton. Primage charges of 1 per cent are payable on imports under either the British preferential or general tariffs.

REQUIREMENTS UNDER THE FOOD AND DRUGS ACT

Regulations issued by the Department of Health under the Sale of Food and Drugs Act, 1908, set out the standards to which all salt sold in New Zealand must conform. In addition to the chemical qualities stipulated, the regulations also define the type of labelling required for the various qualities of salt offered on the local market. Copies of these regulations may be obtained on application to the Department of Trade and Commerce, Ottawa (quoting file No. 26630-3).

SALES OPPORTUNITIES

The Canadian Trade Commissioner would be glad to receive samples and prices of any Canadian salt which might find a market in New Zealand. One of the larger dairy companies whose annual requirements alone run to some 700 tons has expressed a desire to sample the Canadian product and would welcome any available information which might lead to increased purchases in Canada.

IMPORTATION OF FLOUR INTO NEW ZEALAND

TRADE COMMISSIONER C. M. CROFT

Auckland, February 3, 1928.—Certain Canadian flour exporters have from time to time made shipments to New Zealand and during the past few weeks there has been a considerable amount of trouble in connection with the admission of this flour. The regulations under the Sale of Food and Drugs Act of New Zealand provide that flour for use in this Dominion must not be artificially bleached, and under the Customs Act flour which does not comply with this requirement is not allowed to be landed here. On the arrival of shipments of flour, Customs officers may from time to time take samples for analysis to show whether or not the imported flour has been artificially bleached. It would seem that certain shipments of Canadian flour which have arrived during the past few months have been treated by one or other of the modern bleaching processes, but apparently in the analysis did not give a sufficiently positive result to warrant their exclusion from New Zealand. Quite recently, however, further analyses were made which showed conclusively to the officials of the Customs and Health Departments that the flour had been treated in some way and consequently was not eligible for admission. Due to representations made to the Health Department, special permission has been granted to permit the entry of Canadian flour which had actually been shipped on or before January 20, 1928, provided that such shipments were unbleached in accordance with the Canadian regulations—that is to say, contained not more than two parts per million of sodium nitrate.

It is as well at this stage to emphasize the fact that the New Zealand regulations do not permit of flour being treated in any way whatsoever to produce bleaching or artificial ageing, and in the case of all future shipments a certificate should be furnished by the exporting mill to the effect that the flour has not been so treated. A certificate somewhat as follows should be typed or written on the invoice itself:—

I, (officer of firm)
(position)
of (name of firm).....
hereby certify that the shipment of flour detailed above has not been artificially bleached.

.....
(signature)

This certificate should be filled in and signed by a responsible officer of the firm concerned. Even with this certificate, imports of flour are likely to be analysed from time to time to make sure that the flour concerned complies with the requirements of the New Zealand Government.

Canadian flour has gained a very fine reputation in New Zealand and all of the leading bakers, so far as Auckland is concerned at any rate, have stated that it is particularly valuable to them for blending or strengthening purposes, and they have all expressed their desire to secure supplies continuously. It is not likely that the demand will become very great as New Zealand has fairly large supplies of local flour and the Canadian article is used for blending purposes only, but even so the market should be developed by interested Canadian millers.

BRITISH INDUSTRIES FAIR, LONDON

TRADE COMMISSIONER HARRISON WATSON

London, February 23, 1928.—Since its inauguration by the British Government in 1915, the British Industries Fair has grown from strength to strength. Originally established upon a somewhat modest and tentative basis, with the object of taking advantage of the opportunities offered by the war for the diversion of world trade to the British Empire, the exhibition has steadily developed both in scope and variety.

The fair has certainly become the most important trade exhibition in the British Isles, and may safely claim a prominent position among the exhibitions of similar aim which are held in different parts of the world.

As the writer has been present at every successive fair, and has moreover been closely associated with the movement, he can testify, from personal inspection, that the Fourteenth Annual Fair, which was opened at the White City, Shepherds Bush, on February 20 and lasts until March 2, surpasses all its predecessors.

From the start, the fair has been recommended by this office to Canadian manufacturers and shippers who wish to establish themselves in this country, as a valuable and practical medium for bringing their products to the notice of the trade of the United Kingdom, and also, to a certain extent, of Europe.

It is regrettable that Canadian exporters have so far made so little use of the fair, more particularly as the comparatively few manufacturers who have made displays, either in London or in the Birmingham section, have invariably spoken highly of the results.

Indeed, only yesterday—the third day of the fair—one of the few Canadian exhibitors in the London section expressed the opinion not only that prospects for increasing trade in this country are encouraging, but that moreover he had already secured two foreign accounts of great promise which he could not have obtained from Canada.

MAIN DIVISIONS OF THE FAIR

The British Industries Fair has already been the subject of so many reports that it is superfluous to deal here with its history and development. The scope remains much upon the lines upon which it was originally based: the Spring Leipzig Fair. At the same time certain additions and also alterations, mainly in the direction of redistribution between London and Birmingham, have been made.

The present distinction is roughly that the London fair is confined to fancy and luxury goods, while Birmingham exploits the heavy industries.

With one or two exceptions, which will be referred to hereafter, display at both fairs is strictly confined to certain specified branches of trade. Several of the industries comprise so many ramifications that it is somewhat difficult to define them under short classifications. The divisions of the London fair this year are, however, roughly:—

- (1) Pottery and Glassware.
- (2) Toys and Games.
- (3) Musical Instruments.
- (4) Sports Goods.
- (5) Silverware, Jewellery, Cutlery, and Stationery.
- (6) Leather and Leather Goods.
- (7) Furniture and Basketware.
- (8) Scientific Optical and Photographic Goods.
- (9) Wireless Apparatus.
- (10) Soaps, Perfumery, Chemicals, and Druggists' Sundries.
- (11) Foodstuffs, Beverages, and Tobacco.
- (12) Textiles and Fancy Goods.

It will be helpful to Canadians who have not visited the fair to explain that the arrangements closely resemble the trade sections of the Canadian National Exhibition. Each manufacturer or exhibitor maintains his own stand, which includes a private office in charge of his own representative.

INCREASED PUBLICITY FOR THE FAIR

Until recently admission to the fair was restricted to *bona fide* business men upon presentation of a card of invitation. Resulting from the growing interest of the public and consumers in the annual exhibition, regulations have been adopted whereby the public is admitted from five o'clock in the afternoon upon payment of 25 cents.

From its inception, the fair has been organized and managed by the British Government through the Department of Overseas Trade, and a prominent feature has been the issue of invitations to overseas buyers, mainly in European countries, in addition to cards distributed among the United Kingdom trade. According to official figures, this year no less than 50,000 invitations were sent to overseas buyers, and 150,000 to home buyers.

During the last few years the Government has considerably increased the efficiency of the fair and stimulated public interest by providing a financial appropriation for publicity and propaganda purposes. This expenditure appears to have been justified in so far that there has been a large increase in the attendance, and also in the number of exhibitors. Some 2,000 firms participate in the present London and Birmingham fairs, while the exhibition stand frontage in London alone extends over six miles.

THE EMPIRE MARKETING BOARD SECTION

It seems advantageous to mention, even at the risk of repetition, that the British Government has established a special department (the Empire Marketing Board), the object of whose work is to promote the interests of Empire producers by conducting a campaign the purpose of which is to induce consumers in this country to give preference in their purchasing to products of the British Empire which in the past have been mainly imported from foreign countries.

An important feature of the operation of the board is to secure space at leading exhibitions, which is offered free of charge to countries which wish to make a display of their chief products.

As the Department of Overseas Trade, which supervises the work of the Empire Marketing Board, also organizes and conducts the British Industries Fair, advantage has been taken of the opportunity offered by the fair to allot a prominent section in the most central location of the fair to a large and comprehensive exhibition of Empire products.

The displays at the present fair are probably superior to any which have previously been made, and include exhibits from Great Britain, Northern Ireland, Australia, New Zealand, South Africa, India, Irish Free State, Southern Rhodesia, British West Indies, H.M. Eastern African Dependencies, Sierra Leone, Gold Coast, Cyprus, and Mauritius.

It had been hoped that Canada would participate for the first time. Unfortunately, however, the organization which the Minister of Trade and Commerce set up for publicity and propaganda purposes in the United Kingdom was not completed in time for Canada to make what those in charge considered would be a sufficiently representative display to do full justice to our resources.

Under these circumstances it was reluctantly decided to defer participation until other exhibitions which will be held later in the year, under the auspices of the Empire Marketing Board, in which connection it is hoped to make

a start in Manchester in about two months' time. The intention is, moreover, from then on to take part, as far as is practicable, in the exhibitions at which the Empire Marketing Board has reserved space, and to make a comprehensive display at the British Industries Fair, 1929.

It has already been explained that only specific commodities are eligible for inclusion, either in the London or Birmingham fairs, which are being held concurrently.

The authorities, however, in furtherance of their policy of promoting the development of Empire trade, decided to offer to each of the Dominion Governments space sufficient for the formation of a section of their own, in which a display of their products of all kinds is permitted, without consideration of classification.

CANADIAN EXHIBIT

As our own organization is not ready, the Canadian Chamber of Commerce in London undertook the organization of a Canadian section. In spite of the active measures taken by the Chamber, the response has been somewhat inadequate. However, the section, which is adjacent to one of the main entrances, includes attractive stands maintained by the following Canadian manufacturers:—

Beatty Bros., Ltd., Fergus, Ont.
Brantford Washing Machine Co., Ltd., Brantford, Ont.
Canada Gypsum and Alabastine Ltd., Toronto.
Cosmo Dishwasher Ltd., Halifax, N.S.
H.-O. Cereal Co., of Canada, Ltd., Ayr, Ont.
McClary Manufacturing Co., London, Ont.
Phenix Cheese, Ltd., Montreal.
Pollock-Welker, Ltd., Kitchener, Ont.
Sheet Metal Products Co., of Canada, Ltd., Toronto.
L. E. Waterman & Co., Montreal.

The Canadian Chamber of Commerce also includes in its own section a collection of smaller samples which they have secured from various sources.

The Rolland Paper Co., Ltd., of Montreal, also participates in an exhibit made by their London agents which is located in the Stationery Section of the fair.

SUCCESS OF THE 1928 FAIR

Resulting from the considerable experience acquired from the previous thirteen fairs, the authorities have been able to still further improve the very complete facilities which they maintain for the information and assistance of buyers and exhibitors, and the 1928 fair promises to be the most successful yet held. This seems to be confirmed by the returns of attendance. According to an official statement, the number of home buyers visiting the fair is 50 per cent greater than at the same time last year, and of overseas buyers more than 50 per cent. The evening attendance of the general public is 33 per cent larger.

PROSPECTS IN BRAZIL FOR THE SALE OF GAS, WATER, STEAM TUBES AND FITTINGS

FRANK KNIGHT, OFFICE OF THE TRADE COMMISSIONER

Rio de Janeiro, February 17, 1928.—The Brazilian market for various types of pipes and tubes has hitherto been given little attention by Canadian manufacturers. While the market here for these products depends primarily on prices being competitive with the United States, Great Britain, Germany, and Belgium, it is felt that with a little effort there is no reason why Canadian firms should not secure a satisfactory share of this trade.

The growth of this business is shown by the following figures of Brazil's annual importation of these goods:—

TUBES, PIPES AND FITTINGS					
	1922	1923	1924	1925	1926
Metric tons	19,600	17,500	35,500	43,300	40,200

These figures include only iron and steel tubes, pipes and joinings. Countries of origin are not shown, but from a survey of the market it would appear that Great Britain, the United States, and Germany are the principal suppliers.

WROUGHT IRON GALVANIZED GAS AND WATER TUBES

All sizes from $\frac{1}{4}$ -inch to 6-inch internal diameter (nominal) are in demand. Larger or smaller diameters are rarely called for. Long random lengths varying from 14 to 20 feet are mostly required. Screwed and socketed British standard pipe threads are in demand.

BLACK TUBING FOR GAS, WATER AND STEAM

Sizes and lengths are the same as for galvanized gas and water tubes. The demand for black tubing, however, is less than for galvanized.

In Brazil galvanized gas tubing is generally used for water. When quotations on gas tubes are requested for use as water tubes, it is usually stated that they are suitable for moderate pressure.

STEAM TUBES (PAINTED RED)

Sizes mostly in demand vary between 1 and 4 inches.

The Rio market generally sells by weight and preference is therefore given to heavy weight tubes. In São Paulo, however, these are usually sold by length and preference is given to lighter weights such as are made specially for this market in England and Germany. The principal point to be remembered is that price is of first importance, quality being a secondary consideration.

Tubes and piping of the smaller sizes are usually packed in bundles of not more than 60 to 80 kilos, each bundle containing tubes of equal length, strongly bound with rope or wire at both ends and with the extremities protected by burlap.

SEAMLESS STEEL BOILER TUBES

Exact lengths ranging between 8 to 20 feet are in general demand and always quoted per ton (1,000 kilos). Diameters 1 to 4 inches.

MALLEABLE AND WROUGHT IRON TUBE FITTINGS FOR GAS, WATER AND STEAM PIPES

From a survey of the market it would appear that a New York firm hold most of the trade in malleable fittings. The demand is naturally considerably less than for piping, and both wrought and malleable iron fittings can always be obtained locally from stock. Two local firms have shown interest in receiving standard list prices, together with trade discounts, etc., on malleable fittings.

A Canadian firm is selling malleable fittings in this market and the importer is very satisfied with the products.

TERMS OF SALE

Long terms of payment are a feature in this market. Practically all iron and steel products are quoted on a c.i.f. basis at terms not less than 90 and frequently 120 days' sight. It will be evident therefore that these conditions make necessary careful investigation of prospective clients and cabled quotations in order that every advantage may be taken of the slightest market fluctuations.

Under these conditions, business can usually only be done with reasonable safety by the appointment of a suitable representative to look after the manufacturer's interests. The names and addresses of suitable firms can be obtained on application to the Department of Trade and Commerce, Ottawa. Credit information is also available on firms interested.

On the other hand, it is thought that the market may be of sufficient magnitude for Canadian firms interested to send down a representative to go further into the subject. This office would be pleased to receive fullest details of weights, sizes, measurements, and standard price lists together with export discounts. Provided prices are competitive, it is felt that there is every possibility of initiating business here in these lines, but before a representative is sent down, this office would be prepared to advise them on the prospects for particular lines, on receipt of full information regarding them.

When sending standard prices and trade discounts, firms should state whether the selling price includes importer's or agent's commission. The usual agent's commission in these lines is not less than $2\frac{1}{2}$ per cent.

Standard price lists of competitors' prices, together with dimensions, weights, and trade discounts, can be obtained on application to the Department of Trade and Commerce, Ottawa.

Prices are also often required per ton of 1,000 kilos instead of per foot. As a rough indication of c.i.f. prices per ton Rio de Janeiro, the following recent local market quotations may be of interest:—

	£	s.	£	s.
Gallon gas and water tubes	17	10 to	18	0
Black tubing	15	10 to	16	10
Steam tubes (painted red)	17	0 to	18	0
Seamless steel boiler tubing	17	10 to	18	0

The above prices, of course, varying according to sizes, etc.

CUSTOMS DUTIES

	Unit	Duties	Rate
Pipes, plain or galvanized, for boilers, water, gas and the like, straight or curved, with or without collar	Kg.	\$100	30%

This duty works out at present exchange to approximately \$360 (three hundred and sixty reis) or a little over 4 cents per kilo, after reducing gold to paper, including gold port tax, etc.

INTERNATIONAL EXHIBITION AT ANTWERP, 1930

The International Marine, Colonial and Flemish Art Exhibition is to be held in Antwerp in 1930 in commemoration of the Centenary of the Independence of Belgium and in celebration of the new harbour installations of the port of Antwerp. The exhibition is being organized by business men, whose aim is to present not merely an attractive show, but also, and chiefly, a commercial and industrial fair, where foreign visitors will be able to judge and compare for themselves the production of many countries as well as to extend their business connections.

BRUSSELS INTERNATIONAL COMMERCIAL FAIR

The ninth annual Brussels International Commercial Fair will be held between April 12 and 25. The success of the fair can be appreciated by its consistent growth from 1,602 exhibitors occupying 1,900 square metres of space at the first fair to 2,883 occupying 31,999 square metres last year. Rules and regulations are obtainable at the office of the Belgian Railway and Marine System, Drummond Building, Montreal.

IMPORT TRADE OF THE UNITED STATES IN 1927

ASSISTANT TRADE COMMISSIONER JOHN H. ENGLISH

New York City, February 29, 1928.—There was a general change in the trend of the import trade of the United States in 1927, as compared with previous years, as well as a marked decrease in imports from all countries. The decrease in general imports totalled \$256,000,000 from the 1926 figure of \$4,430,888,000, to \$4,184,378,000 in 1927. This difference, however, was largely accounted for by a reduction in the value of rubber imports which decreased by some \$166,000,000 owing to the fall in the price of crude rubber.

Changes in the general main groups of imports, from raw materials to manufactured products, are noteworthy. Crude materials in 1927 totalled \$1,601,000,000 (in 1926, \$1,793,000,000); crude foodstuffs, \$505,000,000 (in 1926, \$540,000,000); manufactured foodstuffs, \$451,000,000 (in 1926, \$418,000,000); semi-manufactures, \$750,000,000 (in 1926, \$804,000,000); and finished manufactures, \$878,000,000 (in 1926, \$876,000,000). This indicates that crude materials registered the largest decrease, about 11 per cent. Manufactured foodstuffs, which consist chiefly of sugar, increased in value, and finished manufactures reached the largest aggregate value in 1927 of any year on record, although only slightly greater than in 1926.

COMMODITIES OF SPECIAL INTEREST TO CANADA

Animals, imported for edible purposes, increased by \$11,935,000, dutiable cattle being responsible for the greatest share of this, increasing to \$15,411,670 from \$5,377,512 in 1926, and practically doubling in weight. Hog imports doubled by weight and increased over \$4,000,000 from a total of \$2,000,000 the year before.

Meats showed an increase in importation of over \$2,500,000, totalling \$36,964,000. Fresh beef was valued at \$4,338,000; canned meats nearly doubled to \$4,310,000; and other sorts of prepared meats rose to \$4,014,000 from \$2,053,000 in 1926.

Milk and cream imports were \$918,000 less than in the preceding year owing chiefly to the embargo which was in force throughout the chief producing months of the year. Butter imports remained practically stationary at \$2,872,000, while cheese increased to \$24,500,000 from \$21,084,000 in 1926. The principal countries of origin were: Italy, 32,000,000 pounds; Switzerland, 19 millions; Canada, 13 millions; and France, 5 million pounds.

Fish imports decreased by 2,000 pounds, while the value increased to \$35,428,000 from \$34,343,000 in 1926. Principal imports were fresh water fish and eels with a value of \$5,048,000; sardines, \$5,235,000; crab meat, \$3,784,000; herring, \$2,731,000; and dried cod, \$2,262,000. Halibut and mackerel both decreased somewhat, as did salmon. Unfortunately countries of origin are not shown.

Raw hides and skins showed a substantial increase to \$112,845,000 from \$96,810,000 in 1926. Of this total, cattle hides increased by nearly \$20,000,000, and kip and calf skins by \$1,500,000. This is of special interest to Canada, as one of the largest suppliers of this material to the United States. Leather, also highly important in the trade between Canada and the United States, increased by nearly \$9,000,000 to \$37,436,000. Leather boots and shoes were imported to the value of \$5,200,000, as compared with \$3,381,000 in 1926. Imports from Canada are not shown, but in view of the fact that boots and shoes enter the United States free of duty, Canada should have a good proportion of the trade.

Grain and preparations were imported to a lesser extent last year than in 1926, by some \$4,000,000; dutiable wheat decreased to \$15,344,000 from \$19,553,000; and wheat flour to \$46,000 from \$75,000 the year before. Biscuits

showed a large increase to \$662,095 from \$514,518. Hay imports dropped by one-third, being valued only at \$1,014,000 last year. Vegetable imports remained practically the same as in 1926, being valued at \$38,413,000. Canned tomatoes, a percentage of which come from Canada, increased in value to \$5,305,000 from \$4,082,000; and potatoes, a regular import from Canada, decreased by some \$3,000,000 to a total of \$5,247,000 in 1927.

Cotton manufacture imports remained steady at \$60,700,000; manufactures of jute rose to \$55,076,000 from \$52,656,000 in 1926. Unmanufactured wool decreased \$23,800,000 to \$82,933,000 in 1927, while clothing wool imports rose to \$6,020,000 from \$5,371,000. Canada was the third largest source of supply for this material, following Australia and the United Kingdom. Imports from Canada more than doubled to \$866,500. Combing wool was imported to the value of \$38,265,000 as compared with \$65,915,000 in 1926, and came chiefly from Australia (\$16,963,000). Canada was the fifth on the list and imports from that source totalled \$1,674,000, an increase of some \$500,000 over the year 1926. Imports of wool manufactures—worsted, woollens, wearing apparel, etc.—showed increases amounting to \$6,000,000 (total, \$64,195,000), but the records do not indicate any imports from Canada.

Sawmill products, including boards, planks, barrels and other semi-manufactured products, show a large decrease of over \$10,000,000 to \$64,004,000 for the year—practically every item decreasing to some extent. Imports of paper base stock also decreased, being \$113,632,000 against \$121,505,000 in 1926. Imports of mechanical wood pulp decreased by \$2,000,000 to \$5,961,000, and sulphite pulp by \$2,500,000 to \$58,487,000. On the other hand, peeled pulpwood imports increased to \$11,014,000 from \$9,438,000. Canada continued to be the chief source of pulp for this country, but imports in 1927 from Canada decreased by over \$2,500,000 to \$23,397,000. Sweden, the second largest source, shipped \$20,607,000 worth as against \$18,780,000 in 1926. Paper and manufactures, in which Canada is vitally interested, increased to \$149,365,000 from \$139,499,000 in 1926. Standard newsprint is the chief item under this heading: imports increased to \$131,488,000 from \$123,981,000, of which Canada supplied \$118,731,000 or 91 per cent in 1927. This was an increase of \$6,810,000 over 1926. Newfoundland, the nearest competitor, supplied newsprint to the value of \$5,821,000 or slightly less than in 1926.

Coal imports for 1927 totalled \$5,028,000 compared with \$12,272,000 in 1926, and of this Canada furnished the chief portion to the value of \$2,187,000 (\$1,900,000 in 1926). Iron ore imports in 1927 were valued at \$6,068,000 as against \$5,876,000 the year previous. Of this, it is interesting to note that Canada supplied \$96,392 (\$56,831 in 1926). Steel mill manufactures showed an increase in imports of over \$1,000,000, totalling \$18,752,000 in 1927 and comprising building forms, rails, pipes, wire, nails, etc. Cutlery and tableware imports also increased substantially to \$7,190,000 from \$6,926,000 in 1926. Aluminum and manufactures decreased by nearly a million dollars and copper by nearly \$16,000,000. Imports of unrefined copper blister from Canada increased slightly to \$6,530,000 in the face of a general reduction of \$4,000,000. Lead imports decreased by over \$2,000,000, being valued in 1927 at \$17,885,000. Canada's share in the silver bullion trade decreased to \$293,443 from \$669,067 in 1926, while imports from Mexico increased by \$500,000 to reach the value of \$15,367,000. Likewise, nickel imports showed a decrease, being valued at \$8,903,000 in 1927 and \$9,462,000 in 1926. The chief declines were in ore, matte, and oxide.

Machinery and vehicle imports increased to \$27,517,000 from \$26,211,000 in 1926. Of this total, incandescent lamps totalled \$1,249,000—a slight decrease from the previous year; and electrical machinery doubled in value to \$1,772,000. Agricultural machinery, which enters the country free of duty, increased to

\$5,407,000 from \$5,012,000 in 1926 and comprised cream separators, \$610,363; plows and cultivators (\$743,274); threshing machines (\$40,133); and other agricultural vehicles, etc. (\$4,012,829).

Industrial chemical imports remained practically the same as in 1926 at \$28,300,000. This section comprises more than 38 chief chemicals, the most important in point of value being tartaric acid, crude and refined glycerin, crude iodine, bitartrate and cyanide, all of which were imported to the value of more than \$1,000,000 in 1927.

The commodities touched upon represent some of the lines of interest to Canadian producers and manufacturers. Canadian firms desirous of securing more detailed and complete information concerning any specific commodity imported into the United States or manufactured there, should communicate with the Canadian Trade Commissioner, 44 Whitehall Street, New York City.

CONDITIONS IN HOLLAND IN 1927

TRADE COMMISSIONER J. C. MACGILLIVRAY

II

Foreign Trade

As previously stated, there was a general increase in both imports and exports of Holland, which brought the adverse balance of trade down from 692.7 million guilders in 1926 to 649.2 in 1927. This was only two million guilders more than the prosperous year 1925, although taking into consideration the decline in value of exports, this figure should on a comparative basis be larger. Aside from the general increase, the most noticeable features in comparison with 1926 were that imports of coal were 1,239,675 tons less than in that year and inversely exports of coal and bunker coal for foreign steamers were two million tons greater. This was of course due to the English coal strike.

Exports increased all along the line except those classified as raw materials of mineral origin. Exports of manufactured goods increased by no less than 67 million guilders. In 1926 the value of exports of manufactured goods was 70 per cent of the value of the imports, while for 1927 this percentage had risen to 72.

The total of exports and imports for the past four years together with the adverse balances were as follows. In all cases these figures are exclusive of specie and bullion.

	Imports	Exports	Balance
	In Millions of Guilders		
1924	2,363.5	1,660.6	702.9
1925	2,455.0	1,807.7	647.3
1926	2,441.9	1,749.2	692.7
1927	2,548.9	1,899.7	649.2

Divided into the fifteen principal commodity groups, the imports and exports during 1926 and 1927 were as follows:—

	Imports	Exports	
	1926	1927	1926
	In Thousands of Guilders		
Livestock and animal products	97,869	97,240	532,413
Vegetable products	648,136	670,413	251,279
Minerals, metals and their products, not included in other groups	452,584	454,330	190,892
Gold and silver specie and bullion	28,805	27,114	16,417
Flour and its products	47,551	54,684	62,601
Chemical products, medicines, paints, dyes, etc.	57,684	63,806	47,286
Oil, rosin, wax pitch, tar and distilled products of tar and substances manufactured of such materials not mentioned elsewhere	151,493	168,743	169,604
			182,718

Dutch Imports and Exports—Concluded

	Imports		Exports	
	1926	1927	1926	1927
	In Thousands of Guilders			
Wood and articles manufactured of wood and such like materials, furniture of all kinds	140,456	156,688	12,031	14,701
Hides, skins, leather and leatherware	57,855	68,188	45,734	64,014
Yarns, rope and ropework, tissues and fabrics, Clothing and articles of fashion	279,636	292,848	200,912	216,130
Earthenware, chinaware, pottery, bricks and artificial stone	21,921	22,630	11,355	11,453
Glass	15,814	14,956	8,868	7,294
Paper	35,115	37,771	43,275	43,732
Articles of consumption, foodstuffs, etc.	196,307	179,527	150,003	150,311
Vehicles, watercraft and aircraft	55,963	59,671	26,192	45,144
All other goods	183,501	207,420	86,972	103,027
Total	2,470,708	2,576,027	1,765,622	1,942,265
Total, exclusive of bullion and specie	2,441,903	2,548,913	1,749,205	1,899,711

Attention should be directed to the fact that the above statistics are in some items incomplete, as the Dutch trade returns do not include either the exports or imports of certain commodities. Among these are diamonds, which are usually despatched by mail and therefore not to be found among the manifests on which the statistics are based. As diamonds are imported principally as rough stones and exported as cut and polished jewels, there is an earned profit in the industry which materially affects the balance of trade.

There is also in Holland a large entrepôt trade like that in the international tobacco, tea, coffee, and spice markets. Similarly the products of Germany, the United Kingdom, the United States, and other countries enter into the re-export trade to various degrees. The proportion of such goods imported for consumption appear in the trade statistics, but the balance in favour of exports which represents the profit on the handling of the commodities which enter the entrepôt market are not shown and should accordingly be taken into consideration when computing the actual rather than the visible balance of trade.

The value of the imports and exports from and to the six countries with which Holland chiefly trades were in 1926 and 1927, in millions of guilders, as follows:—

	Imports		Exports	
	1926	1927	1926	1927
Germany	667.6	654.1	380.7	465.8
Belgium	270.5	267.4	143.5	154.7
United Kingdom	231.1	246.1	483.1	452.5
France	113.1	124.1	82.8	129.8
United States	257.9	268.4	79.6	65.0
Dutch East Indies	144.4	116.5	127.8	136.3
Total	1,684.8	1,676.9	1,297.7	1,404.4

The drop in imports from Germany is due to decreased purchases of coal and coke, which amounted to 10,033,915 tons in 1926 against 7,277,627 tons in 1927. The increase in imports from France was due to hides and fells and yarns, which showed an increase of 4 million and 11.5 million guilders respectively. Turning to imports from France, there was a decrease in vehicles amounting to 1 million guilders and in manufactured goods to the extent of 2.7 million guilders.

Among the imports from the United States, raw cotton increased by 4 million guilders, wheat flour by 5 million, maize by some 6 million, and machinery by 1.7 million. There were decreases amounting to nearly 5 million guilders each in the imports of both wheat and feedstuffs, while imports of vehicles were 1.1 million guilders less than in 1926.

The increase in the value of exports to the Dutch East Indies is entirely due to a large increase in ships and aircraft. In 1926 the value of these was

less than 3 million guilders, while in 1927 this had risen to more than 12 million guilders. In point of numbers, 31 ships and other watercraft went to the East Indies in 1926, compared with 56 during the period under review. In addition there were only 3 floating drydocks and dredges in 1926, against 6 in 1927.

France imported 42,741 tons of fresh meat from Holland in 1927, but only 2,067 tons in 1926. That country also in 1927 purchased larger quantities of Dutch margarine, cheese, butter, fish, pulse, potatoes, coke, milk, and vegetable oils.

Of the exports to Germany, the following showed increases in comparison to 1926: horses, pigs, fowls, salted meat, butter, cheese, milk, eggs, southern fruit, fresh fruit, fresh vegetables, potatoes, feedstuffs, bulbs, sugar, and rags. As far as Belgium is concerned, there were larger importations from Holland of fresh meat, cheese, potatoes, flax, coke, iron, vegetable oils, hides, cocoa, horses, and swine.

The drop in the exports to the United States is to be attributed to a shrinkage in the export of bulbs, hulled rice, vegetable oils, leather, yarns, and rags. Regarding the United Kingdom, the fall is largely due to the prohibition imposed on the importation of fresh meat into that country.

FAIRS AND EXHIBITIONS IN FRANCE

TRADE COMMISSIONER HERCULE BARRÉ

Paris, February 11, 1928.—For generations past fairs and exhibitions have been recognized as the most powerful media in France to introduce to the buying public new products, especially if they require a demonstration, but their popularity with manufacturers and the public generally has never been so great as since the Armistice. These events have in consequence been organized in numerous districts which hitherto had been content to patronize the fairs of the nearest big city. Fairs and exhibitions in France almost invariably prove a financial success, owing to the great numbers of people who visit them. Many manufacturers use no other form of publicity to build up their trade. Once an article has been introduced in a district, if its wearing qualities or usefulness bear out expectations, it is recommended by word of mouth and in that way its reputation is soon established. In 1928 some 114 fairs and exhibitions, many of an international character, will be held in France. The Paris International Exhibition of Agricultural Machinery, which was held from January 21 to 29, and the Tours Exhibition of Foodstuffs, on the same dates, are two of the most important that have been held up to date. Others of interest to Canadian exporters are:—

Nantes.—Annual Commercial Fair (April 5 to 16).

Lille.—International Commercial Fair (April 6 to 22).

Havre.—Annual Fair and Exhibition (April 7 to 22).

Avignon.—Annual Fair and Exhibition (April 28 to March 6).

Tours.—Annual Fair and Exhibition (May 10 to 20).

Paris.—Twenty-first International Sample Fair (May 12 to 28).

Rheims.—International Exhibition (June 3 to 17).

Rouen.—Annual Fair and Exhibition (June 15 to July 1).

Grenoble.—Exhibition of Cookery and Wine Growing (September).

Strasbourg.—Annual Fair and Exhibition (September).

Marseilles.—Annual Fair and Exhibition (late September).

Paris.—Motor Show (October).

Paris.—International Leather Fair (October).

Paris.—Better and Brighter Homes Exhibition (October-November).

Dijon.—Annual Exhibition of Foodstuffs (November).

Canadian manufacturers who may wish to take advantage of the opportunities offered by any of the above fairs and exhibitions can obtain full particulars as to conditions, etc., on application to the Canadian Trade Commissioner in France, 17-19 Boulevard des Capucines, Paris.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

GENERAL

4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5 Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

- (a) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.
- (b) Details regarding process of manufacture if convenient.
- (c) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.
- (d) Bankers' references.
- (c) The proportion of output which is available for export, time required to ship from receipt or order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

INVOICES FOR NEW ZEALAND

Mr. C. M. Croft, Canadian Trade Commissioner to New Zealand, writing under date of February 4, states that a number of instances during the past few weeks have come to his notice of Canadian firms failing to provide proper documents covering shipments to that Dominion. Canadian exporters should bear in mind that the New Zealand Customs Department requires a certificate to the effect that at least 50 per cent of the labour and/or materials, and also the final process of manufacture, in goods shipped to New Zealand be British, in order to entitle such goods to be entered under the British preferential tariff. These facts must be included in the form of certificate, details of which may be obtained from the Department of Trade and Commerce, Ottawa.

It has also been noted that on a number of occasions Canadian firms have included in their costs the sales tax. This is not applicable to goods exported, and in a number of cases has led to some confusion and a considerable amount of annoyance to New Zealand importers. It is strongly recommended that Canadian exporters refrain from making any mention of the sales tax whether included or otherwise.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Argentine Regulations Affecting Canned Salmon Modified

Mr. E. L. McColl, Canadian Trade Commissioner at Buenos Aires, cables that the method of analysis under the Food Products Law of Argentina, as it affects canned salmon, has been modified so that it is not now necessary that the interior of the tin containers be varnished. Further particulars about these modifications will be published in due course.

Colombian Consular and Manifest Fees Paid at Destination

Mr. Jorge A. Gonzalez P, Consul General of Colombia, Montreal, advises the Department of Trade and Commerce that the consular fees formerly paid by shippers at the port of embarkation are, since February 1, 1928, paid by the importer at the customs house in the port of destination.

The consular fees for certifying the invoice were 3 per cent of the net amount, and the consular tax for certification of the manifest was 15 cents for every one hundred dollars of the total value of the cargo.

TWO STEAMSHIP SERVICES FROM MONTREAL TO SOUTH AMERICAN PORTS

Messrs. McLean Kennedy Limited, Montreal, advise that the first sailing of their regular direct service between Montreal and River Plate ports for the season of St. Lawrence navigation 1928 will be the twin screw motor ship *Segundo*, leaving Montreal May 26, to be followed by the twin screw motor ship *Tercero*, from Montreal June 16, taking cargo for Montevideo, Buenos Aires, and Rosario.

Monthly sailings, or oftener if required, will be continued throughout the season by similar type vessels, which will make the voyage from Montreal to River Plate direct in twenty-six days.

The *Segundo* is now berthed to load at Rosario and Buenos Aires for Montreal direct, due to arrive early in May.

The Canadian Government Merchant Marine, Limited, have decided to inaugurate a service of monthly sailings as from about May 15 next from Montreal, definitely accepting cargo for discharge at Montevideo and Buenos Aires, and for Rio de Janeiro and/or Santos, in Brazil, as the volume of business offering for one or both of these latter ports may warrant from time to time. It is also intended that other ports be added to the itinerary if sufficient cargo inducements warrant.

The vessels to be employed in this trade will have a capacity of 8,100 dead-weight tons.

FOREIGN EXCHANGE QUOTATIONS FOR THE WEEK ENDING MARCH 12, 1928

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 12, 1928. Those for the week ending March 5, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending March 5, 1928	Week Ending March 12, 1928
Britain..	£	\$4.86 $\frac{3}{4}$	\$4.8847	\$4.8824
Belgium ..	Belga	.1390	.1394	.1395
Czecho-Slovakia..	Krone	.....	.0296	.0296
Finland..	Mark	.0252	.0252	.0252
France ..	Fr.	.1930	.0393	.0393
Holland ..	Florin	.4020	.4027	.4026
Italy..	Lire	.0526	.0528	.0528
Spain..	Pes.	.1930	.1692	.1689
Portugal..	Esc.	1.0805	.0500	.0475
Switzerland..	Fr.	.1930	.1928	.1926
Germany..	Reichs Mk.	.2382	.2391	.2391
Greece..	Dr.	.1930	.0132	.0131
Norway ..	Kr.	.2680	.2667	.2665
Sweden..	Kr.	.2680	.2688	.2685
Denmark..	Kr.	.2680	.2682	.2680
Austria..	Schilling	.1407	.1412	.1412
Japan..	Yen	.4985	.4681	.4693
Siam..	Tical	.3709	.4575	.4575
India..	Rupee	.3650	.3662	.3662
United States ..	\$	1.0000	1.0010	1.0006
Mexico..	\$	.4985	.4888	.4880
Argentine Rep. ..	Peso (Paper)	.4244	.4281	.4275
Brazil..	Mil.	.5462	.1203	.1202
Jamaica ..	£	4.86 $\frac{3}{4}$	4.8700	4.8775
British Guiana ..	\$	1.0000	1.00 $\frac{7}{8}$ —1.02 $\frac{1}{8}$	1.00 $\frac{7}{8}$ —1.02 $\frac{1}{8}$
Barbados ..	\$			
Trinidad..	\$			
Dominica ..	\$			
St. Kitts..	\$			
Grenada ..	\$			
St. Vincent..	\$			
Tobago ..	\$	4.8665	.6325	.6343
China ..	Tael			
Batavia, Java..	Guilder			
Peru ..	Libra			
Singapore, Str. Settlement ..	\$		.5675	.5662

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

225. WHOLESALE GROCERY AGENCY.—A South Wales broker desires to hear from Canadian exporters or manufacturers of any commodities which will interest the wholesale grocery trade.

226. CODFISH.—A commission agency firm in the Camaguey Province, Cuba, desire representation of Canadian codfish houses; not a sub-agency from Havana or Santiago.

227. CANNED SALMON.—A New Zealand firm of importers and manufacturers' representatives desire to secure the agency of a firm in a position to export canned salmon to that country. Samples and prices.

228. CANNED SALMON.—A Cardiff brokerage house desires to hear from British Columbia packers of canned salmon with a view to representation and sales in South Wales.

229. CANNED SALMON.—An importer and manufacturers' agent in Tampico, State of Tamaulipas, Mexico, desires to secure representation of Canadian exporters of canned salmon.

230. CANNED FRUITS.—A Cardiff brokerage house desires to hear from British Columbia packers of canned fruit with a view to representation and sales throughout South Wales.

231. CANNED FRUIT AND VEGETABLES.—A New Zealand firm of manufacturers' representatives and importers desire to hear from Canadian houses in a position to export canned fruit and vegetables.

232. MACHINE-SKIMMED MILK.—A South Wales broker desires to represent a Canadian exporter of condensed machine-skimmed milk.

233. CONDENSED MILK.—A Cardiff brokerage house desires to hear from Canadian producers of condensed machine-skimmed milk with a view to representation and sales in South Wales.

234. HONEY.—A Liverpool firm of importers are desirous of getting into direct touch, as buyers, with Canadian exporters of amber-coloured honey put up in 60-pound tins. Samples and c.i.f. prices desired.

235. SALT.—A New Zealand firm of importers and manufacturers' representatives desire to receive samples and prices from Canadian exporters of coarse, dairy, and household salt, with a view to representing them in that country.

236. CONCENTRATED APPLE JUICE.—A North of England firm dealing in essential oils, etc., with connections throughout Great Britain, are desirous of getting in direct touch, as buyers, with Canadian exporters of concentrated apple juice. Quotations and samples desired. Although chiefly interested in the concentrated apple juice, they are also willing to consider cider.

Miscellaneous

237. COD LIVER OIL.—A North of England house engaged in the essential oil trade is open to consider offers of cod liver oil from Canadian exporters, put up in 25-gallon tin-lined barrels.

238. WHITE MINERAL OILS.—A Liverpool importer of essential oils is desirous of obtaining Canadian sources of supply for white minerals oils of specific gravity 0.840 to 0.890, used in the foodstuff and medicinal trade, put up in 40-gallon barrels. Samples and c.i.f. prices requested.

239. CEDAR WOOD OIL.—A Liverpool firm of essential oil importers are open, as buyers, to consider Canadian quotations.

240. TIMOTHY SEEDS.—A Glasgow firm desire connections with Canadian firms exporting timothy seed.

241. DRINKING STRAWS.—A New Zealand firm of manufacturers' representatives and importers desire to receive samples and prices from Canadian firms manufacturing drinking straws.

242. DOWELS.—A West of England importer of dowels desires quotations on several sizes of dowels which would run into quantities of over 100,000; sizes and samples obtainable on application to Department. Quotations must be c.i.f. United Kingdom port, preferably Avonmouth, in sterling.

243. ELECTRICAL APPLIANCES, ETC.—A Canadian now resident in the United Kingdom, and formerly the executive representative of a well-known Canadian firm of exporters, is in Canada and would be interested in forming associations for representing exporters of gas and electric stoves; electrical household appliances; electrical tools; asbestos; flat fibre sheets; and insulating boards.

244. LOCOMOTIVE HEADLIGHTS.—Argentine railway wishes to receive catalogues with quotations c.i.f. Buenos Aires of electric locomotive headlights, including turbine and all accessories. Complete information should be sent to the Canadian Trade Commissioner, Reconquista 46, Buenos Aires.

245. PLAYING CARDS.—An importer in Mexico City with retail store on principal street desires to secure quotations and samples of playing cards of Canadian manufacture. Exclusive representation offered. Quotations, designs of backs, and samples should accompany first letter.

246. MOLYBDENITE.—A Sheffield mineral merchant is desirous of getting in touch with Canadian sources of supply for a low-grade molybdenite in rock form as actually mined or quarried, containing between 20 and 30 per cent MoS_2 .

247. ASBESTOS ROOFING SHEETS.—A West of England and South Wales firm desire to hear from Canadian producers of asbestos roofing sheets with a view to representation and direct sales.

248. TIMBER.—A Birmingham manufacturing firm ask for quotations on 16 standards of Canadian birch and poplar. Sizes and quantities of each may be obtained on application to Department.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Mariner, March 27; Canadian Traveller, April 6; Canadian Inventor, April 16—all C.G.M.M.; Marburn, March 22; Montnairn, April 5; Marloch, April 12—all Canadian Pacific.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, Head Line, March 31.

To CARDIFF AND SWANSEA.—Canadian Rancher, March 24; Canadian Trapper April 7—both C.G.M.M.

To GLASGOW.—Bothwell, March 22; Melita, March 29—both Canadian Pacific; Athenia, Anchor-Donaldson, April 14.

To LIVERPOOL.—Minnedosa, March 23; Montclare, March 30; Montrose, April 6; Montalm, April 13—all Canadian Pacific.

To LONDON.—Canadian Mariner, March 27; Canadian Traveller, April 6; Canadian Inventor, April 16—all C.G.M.M.; Beaverdale, March 24; Beaverbrae, March 31; Beaverhill, April 7; Beaverford, April 14—all Canadian Pacific; Comino, Furness Line, April 7.

To HULL.—Comino, Furness Line, April 7.

To MANCHESTER.—Manchester Brigade, March 24; a steamer, April 7—both Furness Line.

To SOUTHAMPTON.—Marburn, March 22; Montnairn, April 5; Metagama, April 7; Marloch, April 12—all Canadian Pacific.

To HAMBURG.—Beaverbrae, March 31; Metagama, April 7; Beaverford, April 14—all Canadian Pacific; Queens County, March 22; Grey County, April 5—both County Line; Cairndhu, Thomson Line, March 23.

To HAVRE.—Grey County, County Line, April 5.

To ROTTERDAM.—Hada County, March 28; Porsanger, April 10—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Maine, Scandinavian-American Line, March 25.

To SOUTH AND WEST AFRICAN PORTS.—A steamer, Elder Dempster, April 15.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Queen Eleanor, New Zealand SS., March 28.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Invernía, March 23; Adolf Bratt, April 6—both Ocean Dominion; Canadian Volunteer, March 24; Canadian Skirmisher, April 7—both C.G.M.M.

From Halifax

To ANTWERP.—Arabic, Red Star Line, April 1.

To GLASGOW.—Athenia, Anchor-Donaldson, April 15.

To LIVERPOOL.—Nova Scotia, Furness, Withy, April 11; Antonia, March 26; Andania, April 9—both Cunard Line.

To LONDON.—Aurania, March 26; Alaunia, April 9—both Cunard Line; Ariano, Furness, Withy, April 19; Mississippi, Leyland Line, March 21; Albertic, White Star Line, April 16.

To HULL.—Ariano, Furness, Withy, March 19.

To MANCHESTER.—Manchester Brigade, Furness, Withy, March 26.

To ST. JOHN'S, NFLD.—Nova Scotia, Furness, Withy, April 11; Nerissa, March 13, March 27, April 10; Rosiland, March 20, April 3—both Red Cross Line; Skipper, March 24; a steamer, April 7—both Farquhar SS.; Magna, Newfoundland-Canada Traders, April 11.

To ST. PIERRE-MIQUELON.—Skipper, Farquhar SS., March 24.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, March 24; Canadian Forester, April 14—both C.G.M.M.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter (calls at Guadeloupe), March 30; Canadian Otter, April 13—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, March 23; Canadian Volunteer, April 6—both C.G.M.M.; Invernía, March 30; Adolf Bratt, April 13—both Ocean Dominion.

To AUSTRALIAN PORTS.—Canadian Constructor, C.G.M.M., April 7.

To NEW ZEALAND PORTS.—Canadian Transporter, C.G.M.M., March 24.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, March 21; Andalusia, April 4—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, Canadian Pacific, April 7.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, Osaka Shosen Kaisha, April 1.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talhybius, Blue Funnel, April 3.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australian Service, April 4.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Crosskeys, American-Australia-Orient Line, April 15.

To HAVRE, ANTWERP AND BORDEAUX.—Minnesota, March 30; La Marseillaise, April 5—both Cie. Gle. Transatlantique.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Recca, Navigazione Libera Triestina, April 2.

To HAMBURG, ANTWERP AND BREMEN.—Heidelberg, Hamburg-American Line, April 5.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Dinteldyk, March 22; Loch Katrine, April 5—both North Pacific Coast Line.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Noorderdyk, April 2; Nictheroy, April 19—both North Pacific Coast Line.

To MANCHESTER.—Pacific Pioneer, Furness (Pacific) Ltd., March 27.

To KINGSTON, JAMAICA.—Canadian Winner, C.G.M.M., March 21.

To PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS).—Uranienborg, Canadian Transport Co., April 15.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Hardanger, Westfall-Larsen Line, April 12.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
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German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
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Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).

Monthly Bulletin of Agricultural Statistics

Sixty Years of Canadian Progress (1927). (Price 10 cents.)

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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CONVENTION OF COMMERCE BETWEEN CANADA AND CZECHOSLOVAKIA

Following is the text of a Convention of Commerce between Canada and Czechoslovakia, which was signed at Ottawa on March 15, 1928. It is subject to approval by the Canadian Parliament and the competent authority in Czechoslovakia, and is to come into force fifteen days after final ratifications have been exchanged. The principal feature of the Convention is provision for exchange between the contracting parties of most-favoured-nation tariff treatment of each other's goods. Under a temporary agreement brought about by Exchange of Notes on December 20, 1926, Canada has been granting Czechoslovakia her intermediate tariff in exchange for the lowest Czechoslovakian rates in force on a selected list of products, making up seventy-one tariff headings.

NEW CONVENTION OF COMMERCE

His Majesty the King of Great Britain, Ireland and the British Dominions beyond the Seas, Emperor of India, in respect of the Dominion of Canada, and the President of the Czechoslovak Republic, being desirous of improving and extending the commercial relations between Canada and Czechoslovakia, have resolved to conclude a Convention with that object and have named as their respective Plenipotentiaries, that is to say:

His Majesty the King of Great Britain, Ireland and the British Dominions beyond the Seas, Emperor of India, in respect of the Dominion of Canada:

The Honourable James Alexander Robb, a Member of His Majesty's Honourable Privy Council for Canada, a Member of the Parliament of Canada, Minister of Finance and Receiver General of Canada;

The Honourable James Malcolm, a Member of His Majesty's Honourable Privy Council for Canada, a Member of the Parliament of Canada, Minister of Trade and Commerce of Canada;

And the President of the Czechoslovak Republic:

Monsieur Frantisek Kveton, Consul of the Czechoslovak Republic, in Montreal;

Who, after communicating to each other their respective full powers, found in good and due form, have agreed upon the following articles:

ARTICLE 1

Articles the produce or manufacture of Canada imported into Czechoslovakia and articles the produce or manufacture of Czechoslovakia imported into Canada shall not be subjected to other or higher duties or charges than those paid on the like articles the produce or manufacture of any other foreign country. No prohibition or restriction shall be maintained or imposed on the importation of any article the produce or manufacture of Canada into Czechoslovakia or of any article the produce or manufacture of Czechoslovakia into Canada which shall not equally extend to the importation of like articles being the produce or manufacture of any other foreign country. This provision is not applicable to articles which constitute a state monopoly nor to the sanitary and other prohibitions occasioned by the necessity of protecting the safety of the State, of persons or of animals or plants.

ARTICLE 2

Articles the produce or manufacture of Canada exported to Czechoslovakia and articles the produce or manufacture of Czechoslovakia exported to Canada shall not be subjected to other or higher duties or charges than those paid on the like articles exported to any other foreign country. Nor shall any prohibition or restriction be imposed on the exportation of any article from Canada to Czechoslovakia or from Czechoslovakia to Canada which shall not equally extend to the exportation of the like articles to any other foreign country.

ARTICLE 3

Articles the produce or manufacture of Canada passing in transit through Czechoslovakia and articles the produce or manufacture of Czechoslovakia passing in transit through Canada shall be reciprocally free from all transit duties whether they pass through direct or whether during transit they are unloaded, warehoused or reloaded.

ARTICLE 4

It is understood that in all matters governing the import, export and transit of merchandise Czechoslovakia grants to Canada and Canada grants to Czechoslovakia the treatment of the most favoured nation.

ARTICLE 5

To enjoy the benefit of the tariff advantages provided for in the foregoing articles, without prejudice to the stipulations of Article 4, goods the produce or

manufacture of Czechoslovakia shall be conveyed without transshipment from a port of Czechoslovakia, such being understood to be a port of a foreign country in which Czechoslovakia has defined rights under treaties to which Canada is a party, or from a port of a country enjoying the benefit of the Preferential or Intermediate Tariff, into a sea or river port of Canada.

ARTICLE 6

The present Convention, after being approved by the Parliament of Canada and by the competent authority on the part of Czechoslovakia, shall be ratified and the ratifications shall be exchanged at Ottawa as soon as possible. It shall come into force fifteen days after the exchange of ratifications and shall be binding upon the Contracting Parties during four years from the date of its coming into force. In case neither of the Contracting Parties shall have given notice to the other twelve months before the expiration of the said period of four years of its intention to terminate the present Convention it shall remain in force until the expiration of one year from the date on which either of the Contracting Parties shall have given to the other notice of its intention to terminate it.

In witness whereof the respective Plenipotentiaries have signed this Convention and have affixed thereto their seals.

Done in duplicate at Ottawa, this fifteenth day of March in the year 1928.

(Signed) JAMES A. ROBB.

(Signed) JAMES MALCOLM.

(Signed) F. V. KVETON.

TRADE IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

DEMAND FOR CANADIAN FOODSTUFFS

London, March 9, 1928.—Influential departmental stores and retailers, several of whom have given loyal and invaluable support to the campaign in favour of preference for Empire products, volunteer the statement that the movement is making distinct headway. From their own experience they can testify that a number of customers are demanding Empire products and refusing to accept similar commodities from foreign countries.

The London office can confirm this position to the extent that it has been approached or telephoned by firms who report inquiries for particular Canadian foodstuffs, and ask if sources of supply in the United Kingdom can be given.

While the above situation is extremely satisfactory from an Empire point of view, it seems certain that Canada is not at present taking advantage of the opportunities which are offering.

Several important retailers state that while they are receiving inquiries from customers for Canadian canned goods and other commodities, there are no stocks in this country, and as a result of inquiries made, they are so far unable to locate Canadian producers who can fill orders. Everyday experience confirms the statement that there is at present an absence of stocks in this country of certain Canadian articles of food, for which a ready sale should be procurable.

While admittedly price is a vital consideration, in so far that transactions cannot be attractive if they are not profitable, there is a very general impression that Canadian producers and shippers are backward in comparison with those of other Dominions in testing the improved prospects arising from the Empire products movement by the sending over of adequate and regular supplies. This position is illustrated by the scarcity of Canadian goods in grocery and provision shops, in comparison with similar products from other Dominions and foreign countries.

It is to be hoped that an additional number of Canadian producers will make a serious attempt to take advantage of the opening created, and moreover adopt the special organization which is necessary for securing a footing in this market. In this respect it seems opportune to again emphasize the importance of definite brands in connection with the present movement.

Moreover, it should be pointed out that if Canadian shippers wish to realize the highest prices, it is absolutely necessary that they should send over goods which, by special selection, grading and packing, represent the highest quality. It is true that, more especially in staple lines, cheapness is a vital factor to a considerable proportion of the population of this country. Much of this trade is conducted at prices which are unattractive and unprofitable to Canadian exporters, whereas there is still an important section of consumers who insist upon high quality and are prepared to pay for it.

RAILWAY ROAD POWERS BILL

A feature that is arousing considerable interest is the introduction into Parliament of a bill the object of which is to confer upon the railways of the United Kingdom powers on the highways and roads practically similar to those which they already possess on rail lines.

The development of motor traffic has adversely affected the earning powers of the railways in most of the leading countries in the world.

This competition has been particularly acute in Great Britain, which, comparatively small in area and congested as to population, is moreover the possessor of a network of good roads.

As a result, enterprises have been established in practically every section of the country which not only deprive the railways of a considerable number of the passengers whom they formerly carried, but also of a substantial proportion of freight, which represents such an important source of the income which is necessary to earn fixed charges and some return to investors.

The object of the Railway Road Powers Bill is to enable the railways to extend their existing powers by utilizing facilities which are already available to the general public and other undertakings engaged in different forms of transportation.

Although the measure is meeting with strong opposition the proposals are receiving considerable support from influential sources, and the second reading has been adopted by the House of Commons.

The general trade of the country does not exhibit any marked change.

Although there is no visible confirmation of the somewhat extravagant claims of general revival that are occasionally voiced in public, there are encouraging signs of improvement in various directions, not the least important of which is a reduction of 230,000 in the official returns of unemployment since the first of January last.

INQUIRY FOR CANADIAN FOODSTUFFS FOR THE UNITED KINGDOM

The general manager of a large organization in London, England, has offered that, if any Canadian producer or exporter willing to sell direct will communicate with him at his address, which is on file at the Department of Trade and Commerce, Ottawa, giving particulars of his line or lines, he will gratuitously forward to him samples of competitive foreign products already established on the British market, with details of prices. If the price and quality of the Canadian article are comparable in every way with the foreign article, he offers to place introductory orders immediately, providing continuity of supply can be maintained. Window and counter displays will be gratuitously afforded. Alternatively, he suggests that Canadian exporters interested send him samples and quotations direct. He is willing to purchase f.o.b. Montreal or c.i.f. London, preferably the latter.

CANADIAN FLOUR IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 6, 1928.—Canadian flour manufactured from fine hard spring wheat from the West still holds its pre-eminence with bakers in Scotland. The year 1927 presented no special features unless that of increasing and more intensive competition from the local mills, particularly those in Glasgow. An important element in this competition was the high price at which bran ruled during the whole year, enabling the home miller to cut his price on flour. Then in July and August they were able to do a large business for October, November, and December delivery from new crop wheat at a discount of some shillings per 280 pounds under the price prevailing for the old crop, and this business was done without any competition from the Canadian mills. Bakers took the opportunity at this time of booking large quantities to the exclusion of imported flour, and this fact reduced considerably the volume of business which otherwise would have been available for the Canadian miller.

During 1927 it can hardly be said that the trade in Canadian flour in Scotland has been a profitable one. During the year there was a sagging market with prices gradually going lower, with the result that a good deal of the distribution of flour was carried on at a loss or, at the most, a very small margin. The home miller was able to sell right along at extremely low prices, accounted for to some extent by the high value of offals.

There are five large mills in Glasgow and four in Leith with a total capacity fully equal to the flour requirements of Scotland. These mills have a plentiful supply of strong Manitoba wheat available, from which they manufacture three grades of flour with a spread of two shillings per 280 pounds more or less between each grade. By means of salesmen and factors they are in touch with the bakers all over Scotland, there being no similar mills in Dundee and Aberdeen. Over and above this there is a fair quantity of blended flour milled in Liverpool taken by the Scottish bakers.

These facts are given so that the Canadian miller may be under no delusion as to the competition which he has to face, and if the important trade in Canadian flour is to be maintained it is very necessary that the active co-operation of the Canadian miller should be at the disposal of the importing trade in Scotland at all times.

Glasgow, Leith, Dundee, and Aberdeen are the four ports to which Canadian flour is shipped direct. So far there are no returns available for Leith, Dundee, and Aberdeen, but imports of flour from Canada and the United States for 1927 totalled 1,002,398 sacks for 280 pounds, and of wheat 749,504 quarters, equal to 1,000,000 sacks of 280 pounds approximately. The major portion of the figures, as regards both wheat and flour, represents Canadian exports, and this principally hard wheat and its product.

There is a comparatively small trade to all the four Scottish ports in soft winter wheat flour from Ontario wheat, but this variety of flour is mostly distributed through grocers for home pastry baking, having in the past year or two been largely superseded in respect of bakers' use by flour imported from Australia, of which 186,000 sacks of 280 pounds were taken by Glasgow during 1927. This flour is of a stronger gluten than Canadian winters, and is manufactured straight-run from Australian wheat and shipped from mills in Melbourne, Sydney, and Adelaide.

Present terms in the trade are thirty days' sight draft with documents attached, instead of seven days' draft as in 1926.

THE SCOTTISH COAL INDUSTRY

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 9, 1928.—Details of the new scheme of the coal-mine owners of Scotland, to deal with the abnormal position of that industry, have now been issued.

The scheme provides for the closing down of collieries by agreement and the payment of compensation to them from a fund to be raised by a levy not exceeding sixpence per ton on all coal sold for home consumption by collieries that continue to operate. As a sequel to the adoption of the scheme, the committee appointed to carry it out have now advanced prices to the extent of one shilling and sixpence per ton in the case of new contracts with utility concerns, institutions under charge of public authorities, and railway companies. This advance embraces all undertakings which, by raising their own charges, are in a position to recover, if necessary, the increased cost of coal.

The scheme has already come into operation, as agreements to fall into line have now been signed by collieries which produced 91 per cent of the coal mined in Scotland last year, whereas signatures representing 90 per cent only of such output were required to bring it into effect. It continues until the end of February, 1929, and thereafter if subscribers to the scheme represent collieries producing not less than 80 per cent of the total output of Scotland.

In order to provide for the general expenses of the committee and to pay compensation to collieries ordered to shut down, the committee have power to make a levy at a rate not exceeding sixpence per ton on all coal despatched by subscribers from their collieries after March 1, 1928, with the exception of coal delivered to a port and shipped on board a vessel (including bunker coal).

MARKET FOR LAWN MOWERS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, February 29, 1928.—Before the war American manufacturers enjoyed a quite substantial trade in lawn mowers throughout the North of England. Canadian makes also obtained a share of the business. The American machine sold at prices below the typical English mowers, which were of an entirely different construction and a really high-quality product. The result was that the imported mowers were sold to the cheaper-class trade and the superior-type English article went to people who could afford to pay more

money for a machine that would last longer and do a better job in cutting the grass much closer to the ground. The English mowers run on wide rollers in contrast to the usual two high wheels used in Canadian and American machines.

Since the war, while the typical English mower has maintained its position, conditions have altered in the cheaper-class trade with the entry of both English and German competition into the market for the high-wheel or American-type machine. One English firm in particular began a few years ago the large-scale production of a cheap mower at prices not much higher than those of American manufacturers, and this factor plus active competition from two German producers—whose machines are reported to be selling at prices even below American—has made competition very keen. The new English machine has of course benefited through being of home manufacture. It has been extensively advertised under the manufacturer's own brand, and as the public have come to recognize it as a British product made up on the popular American design, it has met with a good reception. The same manufacturers also turn out machines for large distributors under their own brands. There is a sharp difference of opinion as to the quality of the German makes. Canadian lawn mowers are classed similarly to American, but on the average, in recent years, they seem to have been higher in price.

As far as can be ascertained, the average price of American lawn mowers in 10-inch sizes to wholesale distributors during the season has been from 17s. to 18s. each, delivered; one dealer estimates the American prices at below these figures. A large retail establishment in the North of England is disposing of cheap imported lawn-mowers in 10-inch sizes at 22s. 6d. German mowers are reported to be selling to wholesalers at 15s. 6d. each or less for the 10-inch size. The English-made competitor sells at somewhat higher figures than American.

As a result of discussing the situation with various firms, the conclusion is reached that the sale of imported mowers depends very largely on price, as the quality market is almost entirely held by the English machine. On the other hand, one of the largest hardware dealers in this district reports that during the course of a year the sales of the cheaper-class mower would average two-thirds of his total business, and of this amount a considerable proportion is still enjoyed by American manufacturers, the balance going to the new English mass-production machine. Other dealers report a growing demand for the cheaper mower, as a result of the increased number of new dwellings for the working classes erected during the last few years under the various building schemes, most of which have a small piece of garden attached to them. The people living in these new homes must buy a cheap article to look after their grass plots, and the imported mower fills this purpose. Under the circumstances, Canadian manufacturers in a position to meet present competition should be able to obtain an increased share of this business.

NORTH OF ENGLAND INQUIRY FOR MAPLE BLOCKS

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, February 29, 1928.—An inquiry has recently been received from a North of England firm wishing to get in touch with Canadian exporters in a position to supply maple wood in short pieces from waste material suitable for the manufacture of shoe-cutting blocks.

Although it is stated that shoe blocks could not be manufactured in this district economically in competition with United States manufacturers if ordinary planing is used, it is considered that if waste wood of the right description could be secured in the required quantity, at a sufficiently low price, it

should be possible to produce the finished shoe blocks at a price competitive with the manufactured blocks now being imported.

While waste wood is what is required, it seems necessary to emphasize that only maple of good quality, absolutely prime, clear from knots and square edged, would be acceptable. Quotations are desired in sizes as follows: 10½ and 4½ inches long by 4 to 12 inches wide; thicknesses 1½ to 2 inches in the following percentages:—

Widths	Thickness
15 per cent 3 and 4 in.	12½ per cent 1½ in.
20 per cent 5 and 6 in.	12½ per cent 1¾ in.
50 per cent 7 and 9 in.	75 per cent 2 in.
15 per cent 10, 11 and 12 in.	or all 2 in.

The cost of transportation will quite obviously be one of the most important factors in determining whether this business can be profitably entertained. Canadian firms who from time to time have any surplus of maple pieces in the quality referred to, and who are prepared to test out the possibilities, are invited to communicate with this office, at the same time giving at least an approximate idea of what prices they could offer c.i.f. Liverpool.

INDUSTRIAL CONDITIONS IN THE NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, March 2, 1928.—Industry on the whole in the North of England has maintained that measure of prosperity attained during January and in addition the outlook, notably in the woollen textile industry, has somewhat improved. Depression continues, however, in the mining and cotton trades.

The increased activity in the woollen textile industries during the past month has been due partly to seasonal causes, but it has also been stimulated by the continued upward tendency in raw wool values which has brought out more business in both yarns and piece goods. On the other hand, since purchases of raw wool at the colonial sales have been restricted in recent months, spinners in the West Riding are finding themselves embarrassed by a shortage of raw material. Competition abroad continues keen with margins slim, but there have been encouraging reports of business done at the British Industries Fair and it is expected export trade will benefit considerably.

There has been little change in conditions in the engineering trades and the shipbuilding industry during last month, although new tonnage placed in the Northeast Coast yards indicates that the work on hand is decreasing and new contract prices are not altogether satisfactory.

A feature of the month in the iron and steel industry has been the increasing activity in the Middlesbrough district. Continental prices of pig iron and steel materials have been steadily advancing, with the consequent diversion of orders to British makers. Working costs on the Continent have increased of late and the situation is complicated by fears of renewed labour difficulties in Germany and mine troubles in Sweden. Steel makers here, it is understood, have taken another step towards strengthening their position in the home market by advancing the price for home deliveries of plates, joists, and sections by 5s. per ton and simultaneously raising the rebate basis 5s., so that the increase applies only to those consumers who have not signed the rebate agreement.

Under a recent award, the wages of Durham and Northumberland miners, heavily reduced sixteen months ago, have been further cut. The Durham coal hewers will receive 6s. to 7s. per week less and the Northumberland miner 10s. to 12s. less. These two counties in volume of trade have done probably better in recent months than any other British coal-exporting area, yet so keen is

competition and so low the prices secured that the trade has only resulted in financial loss to the industry. Prices fell still further after the wages awards were announced, and coal owners in this district who have heretofore consistently adhered to a policy of individual freedom have agreed on a temporary selling scheme to regulate prices similar to that adopted in South Wales. This scheme has been successful and buyers are being obliged to pay the fixed prices and a permanent arrangement is now being discussed.

Manufacturers of cutlery, plate, and hardware in the Sheffield district are short of orders at present, but inquiries are increasing and an early improvement is expected. One feature of the tool trade which is not satisfactory is that imports from Germany last year amounted to 849 tons as compared with 502 tons in the previous year. Keen German competition is also felt in the market for spoons and forks.

THE LANCASHIRE COTTON INDUSTRY

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, February 29, 1928.—The cotton textile industry, which provides the most important item in the export trade of Great Britain and with which East Lancashire has long been associated, is attracting much attention at present as it is now passing through its seventh year of almost unbroken depression. Great Britain has more cotton spinning and manufacturing machinery than any other single nation, and the industry, which finds work for 57,000,000 spindles and 782,000 looms, is unique in that no other enterprise of equal magnitude imports all of its raw materials from foreign countries.

SUPPLY OF RAW MATERIALS

The main sources of supply of cotton fibre are the Southern States, Egypt, India, and the British Possessions in Africa. The raw cotton passes first through the primary markets of New Orleans, New York, Alexandria, and Bombay, to such markets as Liverpool, Manchester, Bremen, and Havre. The Liverpool Cotton Association handles the bulk of the raw cotton for the Lancashire mills and the most important futures market is here, where cotton may be purchased from day to day for future delivery as a trade which is world-wide requires. Manchester, however, which is available to direct sea-borne traffic through the Ship Canal, is making a strong bid for direct trade and now receives three-quarters of a million bales per annum.

ORGANIZATION

The horizontal form of organization is characteristic of the Lancashire cotton industry—that is, the industry is built up on an immense number of unit firms, each performing as a rule one process only. Before an article reaches the foreign consumer it may have passed through the hands of the broker, the merchant, the spinner, the yarn agent, the manufacturer, the grey cloth agent, the shipper, dyer, printer, finisher and packer, all independent and separate specialists. This form is in contrast to that prevailing on the Continent, where the unit firm spins, weaves, dyes, prints, finishes and sells direct to the foreign customer.

SPINNING

The cotton fibre passes from the merchants to the spinners, who are divided roughly into three classes—those who spin fine, medium, and coarse counts. The fibre from which fine counts are spun comes from Egypt, and it is in this branch,

requiring the greatest technical skill on the part of operatives, that Lancashire predominates, using more than twice as much Egyptian cotton as Germany, France, Italy, and Japan combined. The spinners of fine counts are located in the Bolton district and furnish employment for about one-third of the machinery in the trade, and it is this branch which has enjoyed all the measure of prosperity there has been in the past seven years. It is here also that the growth in production of artificial silk has been welcomed as these yarns lend themselves with peculiarly good effect to artistic blending with the stronger cotton yarns of first quality.

The section of the spinning trade handling American cotton, and which employs the other two-thirds of the machinery, is centred around Oldham. At least three-quarters of the coarse counts spun in this district are exported to tropical countries, namely, India, China, the Near East, and South America, and the fact that the natives of these countries cannot afford to pay the increased prices demanded for their strips of calico is the chief cause of the present depression in the cotton industry. A further factor is the increasing competition from Japan in Eastern markets. Whereas Lancashire uses ten bales of Egyptian cotton to Japan's one, Japan uses twenty bales of East India cotton, from which the coarsest grades are made, to one used here, and in addition rapid strides are being made towards increasing the domestic output in India with a consequent falling off in imports.

The following table gives particulars of the output of the spinning branch of the industry during the year 1924, the latest figures made available by the Board of Trade:—

Kind of Goods	Total Make of Single Yarns	Goods made and sold or added to Stock		Work done on Commission	
	Quantities 1,000 Lbs.	Quantities 1,000 Lbs.	Net Selling Value £	Quantities 1,000 Lbs.	Amount received for Work Done £
Cotton Yarns					
Counts up to No. 40	1,009,154	1,066,672	109,390,000	3,013	86,000
Counts over No. 40 and up to 80	310,037	363,627	57,026,000	4,664	208,000
Counts over No. 80 and up to No. 120	55,833	74,486	17,740,000	2,554	224,000
Counts over No. 120	3,623	5,724	1,946,000	49	6,000
Total yarns	1,378,647	1,510,509	186,102,000	10,280	524,000
Cotton waste (unmanufactured)					
sold		235,046	5,547,000	....	....
All other products . . . . .		....	1,694,000	....	....
Total value			193,343,000	....	....
Total value of goods made and work done					193,867,000

The quantity of cotton yarns exported in the year 1924 was 163,056,000 pounds, or about 11.8 per cent of quantity produced. The total output of single cotton yarn in 1907 was estimated at 1,800,000,000 pounds, of which 13.4 per cent was exported.

Classified according to age and sex, the numbers of operatives engaged in connection with the spinning trade were as follows:—

Ages	Males	Females	Total
Under 18 years	18,180	29,508	47,688
Over 18 years	79,580	111,170	190,750
Total	97,760	140,678	238,438

WEAVING

The manufacturers or weavers who buy the yarn and convert it into cloth are the next important group in Northeast Lancashire, and they are centred around the towns of Blackburn and Burnley. Incidentally Manchester itself

has few mills: with its warehouses, it is the market where buying and selling is done. It is this group which has given to Lancashire its reputation for business aptitude and brusqueness. Theirs is the most difficult position, as they are faced on one side by the spinners who demand a higher price for yarns because of the greater costs of production, and on the other by the home trader—who insists prices are prohibitive—and the exporter, handling five-sixths of the total output, who states prices are at least 10 per cent too high to permit successful competition abroad.

The following statement gives particulars of the output of the cotton weaving trade for the years 1924 and 1907:—

Piece-goods Made for Sale	1924		1907	
	Quantity 1,000 Linear Yards	Net Selling Value £	Quantity 1,000 Linear Yards	Net Selling Value £
Piece-goods (of cotton or mixed with other materials) including flags, handkerchiefs and shawls in the piece:—				
(a) Unbleached, grey (including unbleached dhooties)	4,948,164	139,621,000	6,376,451	71,530,000
(b) Manufactured wholly or in part of dyed yarn and commonly known as coloured cottons	436,308	16,723,000	643,278	9,783,000
Total piece-goods made for sale ..	5,384,472	156,344,000	7,019,729	81,313,000

The output of piece-goods by firms working on commission during the two years was as follows:—

Piece-goods made on Commission	1924		1907	
	Quantity 1,000 Linear Yards	Amount received for Work done £	Quantity 1,000 Linear Yards	Amount received for Work done £
Piece-goods (of cotton or of cotton mixed with other materials) including flags, handkerchiefs and shawls in the piece:—				
(a) Unbleached, grey (including unbleached dhooties)	11,796	120,000	10,740	51,000
(b) Manufactured wholly or in part of dyed yarn, and commonly known as coloured cottons	29,693	248,000	45,734	214,000
Total piece-goods made on commission..	41,489	368,000	56,474	265,000

Cotton piece-goods, together with cotton flags, handkerchiefs, and shawls not in piece, exported in 1924 amounted to 4,648,718,800 linear yards, or 85.7 of total quantity manufactured. In the year 1907, 6,297,708,000 linear yards were exported, or 88.9 per cent of total production in that year. The falling off in exports in 1924 as compared with 1907 amounted therefore to 27 per cent.

The average number of operatives employed in the cotton weaving trade in 1924 was 263,383, and the number engaged in management, clerical, and technical work was 8,203. The operatives were classified as follows:—

Ages	Males	Females	Total
Under 18 years	8,905	23,754	32,659
Over 18 years	74,325	156,399	230,724
Total	83,230	180,153	263,383

The falling off in aggregate numbers employed in the cotton trade as a whole in the year 1924 amounted to about 10 per cent as compared with 1907.

The aggregate quantities of cotton yarns and cloth trade in the three years 1907, 1912, and 1924, with the exports and imports of the same years, are shown below:—

Yarn—	Production Million Lbs.	Exports Million Lbs.	Net Imports Million Lbs.
1907	1,800	241	10
1912	1,976	244	8
1924	1,379	162	10

Piece-goods—	Million Lin. Yards	Million Lin. Yards	Million Lin. Yards
1907..	7,088	6,298	65
1912..	8,044	6,913	98
1924..	5,426	4,627	31

BLEACHING, DYEING, ETC.

Large quantities of cotton cloth are sold in the grey—as it leaves the looms—but the bulk passes through additional processes: bleaching, dyeing, and printing, often referred to as the subsidiary trades. These firms are highly organized and have a system of fixing prices which they are united enough to maintain. They are consequently accused of contributing not a little toward making the price of the lower grades of cloth non-competitive. In any case, many manufacturers now send their cloth to the Continent to be finished: one sequel is that the goods are subsequently shipped abroad in foreign ships.

FINANCIAL ORGANIZATION

The cotton industry, long-established and intricate, came into being before any Limited Liability Act was passed and it was originally run by individuals, then by families, but the bulk of the capital is now invested on the joint-stock principle, with the exception of the concerns chiefly in the Oldham district in the American section. Here a system of loan-money prevails, on call at a few weeks' notice, subscribed by the workers themselves. One present misfortune arises from the fact that these loan-holders, seeing the present depressed condition of the industry, are claiming the return of their money, and requests to the courts by many companies for sanction of schemes to authorize suspension of payments are being resorted to as a measure of temporary relief. This is the outcome of the "boom period" of 1920-21, when many of the mills were recapitalized on the basis of inflated values under the impression that there was a world shortage of cotton goods and that the high prices then prevailing would continue, so that with the ensuing slump the firms concerned were faced with low prices and falling demand on the one hand and enhanced overhead charges on the other. Schemes for the rationalization of the industry which would eliminate the smaller and financially weak units and reduce overhead charges have been proposed, but under the present system of organization Lancashire has been successful where ability to meet changes in demand has been the ruling factor, and has been hit most heavily where this, as in the East, counts for little. The predominant position is still held in the trade in fine cotton goods. This was also true at one time for coarse goods, and when competition asserts itself in one branch it is not outside the bonds of possibility that it may be felt in the other. With manufacturing costs so high as to make competition in the world's markets difficult, and with the general diversion of business to competing countries where labour is cheap, conferences are being held between representatives of the cotton operatives' unions and the employers' organizations with a view to effecting a solution. The principal points at issue are a proposed decrease in wages amounting to 12½ per cent and an increase in working hours from 48 to 52½ a week. From February, 1915, to July, 1920, wages in the Lancashire cotton trade advanced 215 per cent. There have been reductions since 1920, the present scales being 95 per cent above the pre-war rates. Hours were reduced from 52½ to 48 a week in July, 1919. The operatives insist that the proposed changes in hours and wages would have no appreciable effect and that the root of the trouble is high prices resulting from increased capital charges. Employers maintain that working hours were reduced in expectation that the output per unit-hour would increase, whereas it has actually decreased, and while they admit there will have to be a rearrangement of finances of certain mills, further reductions in costs cannot be effected while the present wages bills are in force. Under the Brooklands Agreement of 1923, which declared strikes.

and lockouts were inimical to the interests of employers and workers alike, machinery was set up for the settlement of differences by arbitration. This arrangement has proven effective up to the present, and it is believed in this instance a solution acceptable to all concerned and in the best interests of the industry will be found, although cautious procedure will be necessary. The effects of the ravages of the past seven years cannot be removed rapidly, and while a betterment in conditions is anticipated, no large increase of prosperity can be expected in the immediate future, until Lancashire is in a more competitive position and world consumption improves.

VALUES OF AUSTRALIAN WOOL, SEASON 1927-28

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, February 16, 1928.—An interesting report on recent wool sales in Australia and the improved values realized has been issued by one of the largest companies engaged in the industry.

Summarized, the report states that a combination of circumstances was favourable for a sustained demand for wool during the season, but a development that was unexpected relates to the extremely high prices paid for all classes of comeback and crossbred wools, including skirtings of all descriptions, and the failure of superfine merinos to record any perceptible change in values. With the progress of sales the latter became relatively cheaper, but at the series of sales just concluded in Melbourne a change for the better occurred. Still, the prices ruling for these fine wools throughout the sales to date have been disappointing to growers. Results show that at the moment manufacturers have a decided preference for other sorts, which temporarily are attracting the major demand.

The concentration of the main strength of the buying within a range which excludes superfine wools, except at prices which suggest that rigid values have been fixed by oversea manufacturers, is considered to be at variance with the advice tendered from time to time to Australian growers to aim at producing larger quantities of the finest wools. As the welfare of the Australian wool industry centres in merino wool, in which field the competition of other wool-growing countries of the world is limited to a negligible quantity, it is unlikely that growers will change to the classes of wool now most in favour.

Australia holds a position of distinction, due to natural conditions and the industry of growers, as the producer of the largest quantity of wool in the world possessing characteristics rendering it the most valuable and most widely used textile fibre in that category. The production amounts to one-third of the world's supply from one-sixth of the world's sheep flocks—an illuminating record. The wide recognition of the superior merits of the great bulk of Australian wool is indicated by the increasing number of buyers from overseas who come to the Commonwealth to secure supplies at the regular auction sales.

The opinion expressed in some quarters that the smaller demand for superfine wool is due to its displacement by artificial silk to the extent of 25 per cent in some lines of manufacture, hosiery in particular, is discounted by experts. Growers, they state, are afforded a sense of security in the knowledge that they are engaged in an industry which supplies one of the chief needs of life. Their welfare, however, will depend upon a continuance of their industry and determination to produce the class of wool possessing in the highest degree the characteristics required in profitable manufacture.

Referring to losses by drought during the past year or two, it is stated to be extremely difficult to assess the number of sheep in Australia to-day, but from available evidence it is estimated that 94,000,000 would approximate the total.

So far this season—from July 1, 1927, to January 31, 1928—sales to the extent of 1,572,880 bales are recorded, excluding 22,944 bales of the 1926-27 clip which were carried over and also sold, leaving a balance of 595,325 bales in store awaiting disposal before the end of March, when the auction sales terminate. The average price realized for greasy wool during the season, over all selling centres, was 18.94 pence per pound or £24 4s. 11d. per bale. If the same average price is maintained to the end of the season, the total sales will realize over £53,000,000, thus indicating that wool is paramount in Australian production.

AUSTRALIAN OVERSEA TRADE

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, February 15, 1928.—Official statistics recently issued on the oversea trade of Australia for the first six months (July to December) of the current fiscal year ending on June 30, 1928, disclose a total trade of £151,146,642, comprising £80,887,890 imports and £70,258,752 exports. Excluding bullion and specie imported to the extent of £284,000 and exported to the value of £2,723,671, the value of the imports of merchandise was £80,603,851 and of exports £68,915,625, the excess of imports over exports being £11,688,226. Compared with the corresponding period of last year, the imports of merchandise show a decline of £3,175,657 and exports an increase of £8,095,492.

In the apparel, textile, and manufactured fibre group, imports declined from £21,234,682 to £22,194,472. Cotton and linen piece goods, the largest individual item in this group, fell from £5,871,486 to £5,274,891, and piece goods of silk, or containing silk, from £4,052,633 to £3,578,053, but woollens rose from £1,048,697 to £1,168,716. In anticipation of a small harvest, the imports of wheat and flour sacks were only £2,014,965, or £775,618 less than last year.

In items of more particular interest to Canada, the imports of canned fish declined by £69,102, motor chassis and parts by £1,686,763, and pianos, player pianos and parts by £107,283, while paper pulp increased by £121,336, paper by £40,683, electrical machinery and appliances by £48,176, agricultural machinery and implements by £78,427, and dressed and undressed timber by £538,994. The increase of over £8,000,000 in exports is mostly made up of larger shipments of wheat, wool, hides and skins, dried currants, sugar, and other primary products.

The values of the Australian imports and exports, under general classifications, during the first six months of the fiscal years 1926-27 and 1927-28, are:—

	Imports		Exports	
	July-Dec., 1926-27	July-Dec., 1927-28	July-Dec., 1926-27	July-Dec., 1927-28
Foodstuffs of animal origin	£ 1,241,467	£ 1,554,600	£ 6,935,847	£ 5,991,206
Foodstuffs of vegetable origin	3,938,346	3,457,988	7,315,281	11,438,971
Spirituous and alcoholic liquors	918,913	910,726	374,113	815,367
Tobacco and preparations thereof	1,457,059	1,230,276	107,536	122,080
Live animals	68,107	73,749	173,347	176,016
Animal substances not foodstuffs	873,289	1,029,440	36,622,489	41,319,313
Vegetable substances and fibres	1,731,611	1,632,129	543,756	463,891
Apparel, textiles, etc.	24,234,682	22,194,472	274,176	256,600
Oils, fats and waxes	5,214,313	4,939,264	901,493	824,800
Paints and varnishes	372,138	421,883	27,795	21,626
Stones and minerals, ores, etc.	429,263	552,542	1,345,217	1,689,375
Metals, machinery, etc.	23,901,203	23,394,147	3,796,968	3,598,120
Rubber and leather manufactures	3,030,799	2,473,467	427,873	342,921
Wood and wicker manufactures	2,703,749	3,297,665	791,429	798,999
Earthenware, chinaware, etc.	1,310,148	1,383,952	55,525	67,389
Paper and stationery	4,154,321	4,270,322	121,168	122,042
Jewellery and fancy goods	1,743,770	1,674,413	132,643	71,217
Optical and surgical instruments	974,059	853,359	134,868	146,980
Drugs and chemicals	2,474,292	2,493,074	303,622	285,869
Miscellaneous	2,964,826	2,728,416	434,987	354,036
Gold and silver	248,827	322,006	9,171,121	2,732,478
	£83,985,182	£80,887,890	£69,991,254	£71,639,296

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Fur Farms may be Established in New South Wales

Sydney, February 9, 1928.—The New South Wales Minister for Agriculture has called a conference with a view of discussing the possibilities of establishing fur farms in the State. It is generally assumed that the scheme refers more particularly to the breeding of opossums, wallabies, and foxes. Of late years the slaughter of opossums has been so great that there has been a risk of extermination, and, with the exception of short open seasons which are occasionally proclaimed, the animal is practically protected. Wallabies have also been freely killed and are becoming scarcer. Foxes are fairly plentiful, and cause so much damage that efforts have been made hitherto to exterminate them.

Rabbit interests have suggested that rabbit farms should also be established, but remembering the curse this animal has been to Australia, this phase of the situation will require very careful consideration. Primary producers have been invited to attend the conference so that the proposal may be considered from their point of view, and this is hardly likely to be favourable.

Mineral Industry of New South Wales during 1927

The complete mineral statistics for 1927 should make favourable comparison with those of recent years, but it is estimated to be somewhat less than the value of the production of the previous year, when the output of the mines and quarries attained a value of £20,000,000.

The passing of some of the metalliferous branches of the industry, notably gold and copper, is increasingly evident, but they are being replaced by others. The cement industry now contributes an annual output equal to that of the gold mines in their boom years. From the inception of operations to the end of 1927, the aggregate value of the metals and minerals produced in New South Wales will approximate £445,000,000.

It is estimated that the output of coal will approximate 10,500,000 tons, or about 300,000 tons less than last year. The increase in the price of coal will materially help to swell the aggregate value. The coke trade showed considerable improvement on that of the previous year. Ore production from the Broken Hill mines showed a tonnage of 1,400,000, an increase of 100,000 tons. Stimulated by the favourable price, marked activity has been displayed in the tin industry, but productive operations were seriously hampered by intermittent dry periods. The production of Portland cement during the year reached 322,000 tons, valued at £1,474,000, the highest yet recorded.

Sydney Motor Show

Motor transport in its various forms was attractively displayed at the 1928 show of the Motor Traders Association of New South Wales, which was recently held at the Royal Agricultural Show Ground, Sydney. It was one of the greatest displays of the motor productions of North America, Great Britain, France, Belgium, and Italy yet seen here, and in addition embraced a widely varied list of accessories, oils and petrols, electrical and engineering appliances, and a fine range of Australian-made bodies. In body work Australian manufacturers have greatly improved in quality of late years, this section being especially good. They have not only improved in the quality of their work, but the much increased standard of production and severe competition has enabled them to produce at greatly reduced prices.

Thirty-four firms exhibited, representing in the motor car section 29 North American makes, 22 British, 2 French, 2 Italian, and 1 Belgian. Commercial motor vehicles were exhibited by 17 firms, 11 being North American, 4 British, and 1 French. Great Britain was the principal exhibitor of motor cycles. Of the 21 different models exhibited, 14 were British and 7 American.

As in other countries, the problem of disposing of used cars in Australia has become serious, and for the first time a special showroom was set apart for this branch of the trade.

It was estimated that the value of the exhibits approach £1,000,000, and the attendance of visitors was 90,000.

Export of Rabbits and Rabbit Skins from Australia

The number and value of rabbits (including hares) exported annually for fiscal years ended June 30, 1922, to date is as follows:—

1921-22	4,857,404	pairs valued at £	407,143
1922-23	4,264,054	" "	321,329
1923-24	3,489,496	" "	320,422
1924-25	3,415,334	" "	310,683
1925-26	4,043,511	" "	399,039
1926-27	3,298,372	" "	303,752

The number and value of rabbit skins (including hare skins) exported annually for fiscal years ended June 30, 1922, to 1927 is as follows:—

1921-22	8,334,519	pounds valued at £	787,816
1922-23	13,758,942	" "	1,962,664
1923-24	8,726,817	" "	1,349,978
1924-25	13,070,077	" "	2,492,438
1925-26	15,028,304	" "	2,880,360
1926-27	14,213,223	" "	2,837,663

Rice-growing in New South Wales

A large storage dam capable of holding 771,640 acre-feet of water was constructed by the New South Wales Government at the head of the Murrumbidgee river some years ago, for the purpose of irrigating large areas of suitable land two hundred miles lower down the river. The land was formerly used principally for fruit growing, but for the last few years experiments have been made in rice cultivation, which have proved very successful, and promises to develop into a profitable industry. It is stated that this year there are 11,000 acres under crop, which it is estimated will yield from 13,000 to 15,000 tons of rice. The annual importation of rice into Australia is 25,000 tons. The Commonwealth Government has protected the new industry by the imposition of a customs duty of 3s. 4d. per cental on uncleaned rice and 6s. per cental on other than uncleaned.

Poor Wheat Harvest in New South Wales

The wheat harvest of 27,111,000 bushels for the 1926-27 year is the lowest since the disastrous season of 1919-20, and is little more than half the total yield of last season. The average yield of grain per acre was 9.1 bushels, or 27 per cent less than the average of the preceding ten years. The grain trade sectional committee of the Sydney Chamber of Commerce yesterday fixed the fair average quality standard of New South Wales wheat for the 1927-28 season at 60¼ pounds. The highest weights were recorded in 1907-08 and in 1918-19—62½ pounds in each of these years.

Cotton Production in Australia

The acreage of cotton harvested in Australia during the 1926-27 season was 21,161, and returned an average weight of 333 pounds of raw cotton per acre. The total weight of cotton harvested was 7,054,951 pounds. The estimated acreage that will be put under cotton for season 1927-28 is 35,000 acres.

NOTES ON NEW ZEALAND'S DAIRY INDUSTRY*

ASSISTANT TRADE COMMISSIONER PAUL SYKES

VI

A Decade's Growth

Auckland, February 9, 1928.—New Zealand's dairy industry, inseparably associated with the trend of domestic conditions and at the same time a sound basis for the Dominion's all-important export trade, has been characterized by a period of rapid and substantial growth extending over the last decade. The number of adult dairy sows has increased from 777,439 in 1917 to 1,303,225 in 1927, or by almost 70 per cent; butter-fat production, 1,072,960 cwt. in 1917, had more than doubled in 1927, when the output totalled 2,181,924 cwt.; while exports of butter and cheese in the same years increased from 355,782 cwt. to 1,238,032 cwt. in the case of butter and from 772,395 cwt. to 1,515,525 cwt. in the case of cheese. The following statistics indicate the yearly growth of the industry as shown by the numbers of dairy cows, butter-fat production, and exports of butter and cheese:—

DAIRY COWS

The numbers of adult dairy cows as at January 1 of each year from 1917 to 1927 are shown below, the number of cows in milk being given apart from the total of non-producing animals. It is estimated that the increased herds represent not only a considerably enlarged productive capacity, but an actual growth in wealth of some £5,000,000. The decreasing proportion of "dry" cows may also be pointed out as an example of increased efficiency in farm management and the balancing of production throughout the year.

Number of Adult Dairy Cows in New Zealand, January 31, 1917-27

Year	Milking	Dry	Total	Index Number
1917..	784,032	93,407	777,439	100
1918..	710,561	82,654	793,215	102
1919..	732,253	93,882	826,135	106
1920..	782,757	110,697	893,454	115
1921..	890,220	114,446	1,004,666	129
1922..	1,015,325	121,730	1,137,055	146
1923..	1,124,671	123,972	1,248,643	161
1924..	1,184,977	127,612	1,312,589	169
1925..	1,195,567	127,865	1,323,432	170
1926..	1,181,441	122,415	1,303,856	167
1927..	1,181,545	121,680	1,303,225	167

BUTTER-FAT PRODUCTION

The average annual production of butter fat during the period 1897-1906 was 481,009 cwt. During the following ten-year period it amounted to 864,461 cwt., and since 1917 has exceeded 1,000,000 cwt. in five years and double that figure in the remaining five. During the ten-year period ended 1906, 36 per cent of the production represented the quantity contained in butter, 7 per cent that in cheese, and 57 per cent the amount used in home consumption or similar purposes, principally domestic, apart from butter or cheese manufacture. In 1927 the proportion of butter-fat production, represented by the content of manufactured butter, was 47 per cent of the total; the butter-fat content of cheese made up 27 per cent of the same amount; while the quantities consumed

* Former reports in this series were published as follows: "Dairying in the Waikato District," No. 1237 (October 15, 1927); "Dairy Export Control," No. 1243 (November 26); "Export of Dairy Products," No. 1248 (December 31); "Factory Production," No. 1249 (January 7, 1928); "Dairy Farm Stock and Equipment," No. 1257 (March 3, 1928).

for home use or miscellaneous purposes constituted the remaining 26 per cent of the whole. The diversion of increasingly large proportions of the total output to industrial uses illustrates aptly the phenomenal development of butter and cheese manufacturing operations. While the quantities of butter fat used for home consumption had increased since 1917 by some 20 per cent, those in butter manufactured had grown in 1927 to no less than three and one-half times the 1917 total. Quantities contained in cheese produced by dairy factories had during the same period increased by almost 100 per cent.

It is also interesting to note that whereas the number of dairy cattle has increased by some 70 per cent during the last decade, the production of butter fat as indicated below shows a growth of 104 per cent at the end of the period.

Butter-fat Production in New Zealand, Years ended March 31, 1917-27

(Figures compiled by the Dairy Export Control Board)

Year	Butterfat in Butter	Butterfat in Cheese	Home Consumption	Total, including Carry-over	Index Number of Production
1917	296,485	297,075	479,400	1,072,960	100
1918	263,713	378,911	491,640	1,132,264	106
1919	358,022	381,033	503,500	1,242,555	116
1920	258,570	592,673	515,700	1,429,037	133
1921	397,275	464,716	527,894	1,385,091	129
1922	741,362	537,248	529,017	1,813,894	169
1923	1,012,792	490,136	527,615	2,033,954	190
1924	1,000,383	611,160	538,372	2,155,541	201
1925	1,141,695	559,503	550,483	2,242,251	209
1926	963,605	518,322	574,375	2,081,974	194
1927	1,031,692	582,894	577,433	2,181,924	204

EXPORTS

Butter and cheese exports over the period 1897 to 1906 averaged 207,025 and 84,547 cwt. respectively per annum. These figures had increased during the following ten years to 345,074 and 516,681. Cheese exports increased to 1,540,949 in 1920, and have since that time remained more or less constant.

Figures of butter shipments, on the other hand, reflect a somewhat more regular development and since 1923 have averaged 1,200,000 cwt. per year. Over recent years butter and cheese exports have amounted to an annual value of some £15,000,000.

Exports of Butter and Cheese from New Zealand, Years ended March 31, 1917-27

(Figures compiled by Dairy Produce Control Board)

Year	Butter Cwt.	Cheese Cwt.
1917	355,782	772,395
1918	316,456	985,170
1919	429,627	990,687
1920	310,283	1,540,949
1921	476,730	1,208,263
1922	889,634	1,396,844
1923	1,215,351	1,274,354
1924	1,200,460	1,589,017
1925	1,370,034	1,454,708
1926	1,156,326	1,347,638
1927	1,238,032	1,515,525

CANADIAN TRADE WITH ROTTERDAM: A CORRECTION

In the report in *Commercial Intelligence Journal* No. 1254, February 11, 1928, page 222, the total of all grain imported into Antwerp from Montreal in season 1927 is given as 18,000 bushels instead of 18,000,000 bushels.

GERMAN FISH MEAL MARKET REPORT

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, March 6, 1928.—The business in fish meal continues to be dull. Prices for hogs remain reduced and little buying power is evident among the agricultural population of Northern Germany. Sales have recently been realized in Norwegian cod meal at lower prices, but there has been hardly any business done in white fish or herring meal. The stocks in the hands of dealers of Norwegian cod meal are declining, but those of other kinds of fish meal continue to increase for want of demand.

It may be anticipated that business in fish meal will increase as soon as prices become stable at a lower level. The proposed State credits for agriculture are expected to improve the financial position of the farmers. A renewed active demand for fish meal can only materialize when increased hog prices again render hog raising a profitable industry.

The following are the present prices c.i.f. Hamburg paid by importers, dependent upon quality and reputation of shipper:—

Norwegian cod meal	£18 0s. to £18 15s. per 1,000 kg. (2,204 lbs.)
Scotch white fish meal	£17 10s. to £18 0s. per long ton (2,240 lbs.)
English white fish meal	£17 0s. to £17 10s. per long ton.
North American white fish meal	£17 10s. to £17 15s. per long ton.
Norwegian north coast herring meal..	£14 0s. to £14 10s. per 1,000 kg.
Norwegian west coast herring meal . .	£14 0s. to £14 10s. per 1,000 kg.
North Pacific coast pilchard meal . . .	£14 10s. to £15 0s. per long ton.

According to the shipping statistics of the Port of Hamburg, approximately 2,202½ metric tons of fish meal arrived from Norwegian ports and Iceland during the month of February as compared with 2,251½ metric tons in January. There arrived from British ports at Hamburg during February 453½ long tons of fish meal as against 1,111 long tons in January. The arrivals from United States ports last month were 271½ long tons, all of which was shipped from Boston. This compares with 170½ long tons from United States ports in the previous month.

From West St. John, N.B., and Halifax, N.S., a total of 105 long tons arrived at Hamburg in February as against 285 tons in January. Shipments totalling 24,034 sacks arrived from Vancouver, B.C., during February as compared with 13,342 sacks in the previous month. This makes a total of 165,830 sacks of fish meal arriving at Hamburg from British Columbia ports since last October. Approximately 9,000 short tons, representing a very considerable proportion of the total output of fish meal in British Columbia therefore were shipped to this port during the past season.

Other arrivals of fish meal at Hamburg in February included 700 sacks from South and East Africa, 600 sacks from West Africa, 468 sacks from Denmark, and 90 sacks from Buenos Aires. In addition there arrived 20,384 sacks of fish guano, which included 8,079 sacks from Denmark, 4,632 sacks from India, 4,252 sacks from Aberdeen, 2,115 sacks from Buenos Aires, and 1,306 sacks from Spain and Portugal.

TRADE OF CZECHOSLOVAKIA

The industrial situation in Czechoslovakia continues favourable in most branches, except in the flax and leather industries, where a slight decline is due to the high prices of raw materials. Foreign trade figures are encouraging, the total aggregate value having risen from 33,109 millions Kc. (Cz. crowns) in 1926 to 38,056 millions Kc. in 1927. The trade balance for 1927 was favourable to the extent of 2,197 millions compared with 2,580 millions in 1926. Important factors in the foreign trade of the country are the international fairs held at Prague twice a year—in March and in September.

MARKET IN HOLLAND FOR FANCY SLIPPERS

TRADE COMMISSIONER J. C. MACGILLIVRAY

Rotterdam, March 5, 1928.—There is a certain market in Holland for fancy imported slippers, and it is considered that the Canadian-made moccasin types have a good chance of securing a share of the business.

While there are no statistics giving the exact imports of the footwear referred to, there are many thousands of pairs brought into the country, with Germany, Belgium, Great Britain, and France in the van as suppliers. In addition, contributions are made by Switzerland and Czechoslovakia. Dutch manufacturers also produce various types of slippers, which as well as being sold on the domestic market are exported in fairly substantial quantities.

There is such a wide range of this type of footwear on sale that it is impossible to give any standard specifications or competitive prices to which Canadian producers should conform. Almost every make has its own small peculiarities through which it differs from the others, but it is sufficient to say that the Canadian slippers which would do best are of the distinctively Canadian Indian moccasin type. There are European-made replicas of these to be seen, made of both leather and cloth, with a fur fringe and beaded front, which retail at anything from \$1.50 to \$6, depending on quality. They, however, lack the appearance of similar Canadian goods. While fancy slippers such as these are popular with women and children, something plainer and more severe is a better selling article as far as men are concerned.

One English slipper on the market is made of lamb skin with the clipped natural wool on the inside to go next the foot. There is also a Norwegian product made from hair seal, but while this attracts attention as a novelty, the leather is too stiff to make it comfortable for the wearer.

Whichever styles of moccasin slippers are the best sellers in Canada would probably also be good sellers in Holland. Any manufacturers who wish to try the Dutch market may do so by communicating with the office of the Canadian Government Trade Commissioner in Rotterdam, forwarding samples and c.i.f. prices. Both of these are essential, and it should be stated whether or not an agent's commission is included. There is an import duty of 8 per cent ad valorem on slippers coming into Holland, applicable to products of all countries.

DEMAND FOR CRUDE ASBESTOS IN ITALY

TRADE COMMISSIONER A. B. MUDDIMAN

Milan, February 23, 1928.—In spite of the fact that Italy has deposits of asbestos, there is a certain demand for imported crude asbestos. An agent has approached this office for a connection in this regard. (See Trade Inquiry No. 260 on page 468 of this issue.) Apparently there are two types of industry in Italy which are desirous of using imported asbestos.

There are four large factories in Italy manufacturing technical asbestos articles. The raw products needed for such works are:—

Crude No. 1 and No. 2—

Spinning fibre	Special No. 1	Heads	4	7	—	4	—	1
	Special No. 2	"	2	8	—	4	—	2
	New X	"	1	9	—	4	—	$\frac{1}{2}$ - 1 $\frac{1}{2}$
	Old X	"	0	8	—	6	—	2
Powder	F 2	"	0	0	—	10	—	6
	F 3	"	0	0	—	5	—	11

There are also two large factories in Italy manufacturing roof shingles, cement tubes, etc. For the manufacture of such products, the following diamond is asked:—

Diamond Z	0	—	1 $\frac{1}{2}$	—	12	—	2 $\frac{1}{2}$
Z	0	—	1 $\frac{1}{2}$	—	9 $\frac{1}{2}$	—	5
115	0	—	0	—	11	—	5

Quotations for the Italian market are c.i.f. Genoa. Terms of payment for the agent are usually sixty or ninety days from date of invoice.

Importations into Italy of crude asbestos, including powder, as from January 1 to November 30 for the last three years have been as follows:—

	1927	1926	1925
	In Metric Tons		
Crude asbestos, also in powder form.. . . .	4,457	5,654	5,917
Fibre	37	52	72

The importation of manufactured asbestos is relatively small, owing to the production of the local factories. It is interesting to note, however, that the following have been imported:—

	1927	1926	1925
	In Metric Tons		
Asbestos fabric (mixed with rubber or with metal)	210	259	230
Sheets, mixed with cement	31	19	10
Coverings	23	22	53
Other manufactured asbestos	77	67	38

PULP AND PAPER INDUSTRY IN FRANCE

TRADE COMMISSIONER HERCULE BARRÉ

Paris, February 29, 1928.—France, to an extent averaging from 60 to 65 per cent of her national requirements, is dependent upon foreign supplies of wood-pulp and newsprint.

As to other kinds of papers, better quality kraits excepted, the needs of the home and colonial markets are practically met by her manufacturers, especially by two big mergers, "Les Papeteries Navarre" and "Les Papeteries de France". French kraits are of poor quality.

"Les Papeteries Navarre" own sixteen mills throughout France, and produce every variety of paper, as well as most of their needs in rag cellulose, wood-pulp, and alfa-pulp. They distribute their products through a selling organization, known as "L'Union Française de Papeteries", and nine selling agencies. This merger controls five subsidiary concerns. The output is estimated to exceed in value 200 million francs a year. Sales in 1925 reached a tonnage of 48,500 tons.

"Les Papeteries de France", almost as important, is a merger of eight large manufacturing concerns. They produce every kind of paper, including part of their wood-pulp requirements. They own and control water-power producing around 52,000 h.p., an anthracite mine which is to supply fuel for a central thermic station now being built, forestry lands and forestry rights of exploitation in several departments. In 1925 their daily production was from 120 to 130 tons of paper and 40 to 50 tons of cardboard. Their products are distributed through thirteen selling agencies.

There are a fair number of independent concerns, some of whom own more than one mill.

NEWSPRINT

The newsprint market in France has been upset these last two years by Government imports of German paper due to the operation of the Dawes Plan. This German paper has been sold to consumers on a dollar basis, at the arbitrary rate of 21 francs to the dollar, against the normal rate of 25 francs 10 centimes. It made the German article worth from 168 to 169 francs per 100 kilos to the buyer. To this factor is attributed the entire stoppage of imports of mechanical pulp and newsprint from Canada in 1927, and the substantial decrease of imports from Sweden and Norway. This condition will continue for some time, inasmuch as the Government have urged buyers to make contracts for twelve months' supplies. Normal conditions cannot therefore be fully re-established for some time.

The original agreement with the German Association of Papermakers was for a yearly total of 72,000 tons of non-calendered newsprint and 12,000 tons of calendered paper. Pressure from French interests induced the Government to reduce the total of the former for 1927 to 54,000 tons.

The higher quality of Canadian newsprint is generally conceded by importers, many of whom would be glad to secure supplies at current prices.

Newsprint prices are at present 174 francs per 100 kilos delivered free to any establishment in Paris or surrounding country. In other parts of France, quotations may be as high as 185 francs per 100 kilos, varying according to the locality and the quantity ordered. Prices are quoted on paper weighing 50 grammes per square metre, the standard weight of newsprint in France.

Scandinavian firms quote £12 per metric ton c.i.f. Rouen, Havre, Nantes, and Bordeaux, and £12 5s. c.i.f. Marseilles. The Canadian standard weight of 52 grammes to the square metre would be acceptable, if quoted at substantially same price as above.

A strike has recently broken out in Scandinavia, and prices may harden slightly until normal working conditions return.

KRAFT PAPER

There seems to be a demand for the best Canadian kraft, but none is coming into the country at present. A French firm are reported as willing to accept delivery of 70 tons per month, if supplies could be guaranteed over a given period. Although French krafts are from 10 to 20 per cent cheaper than the imported lines, the sales of the latter are steadily increasing.

PROSPECTS FOR 1928

It is believed that over the present year there will be greater activity in the imports of newsprint and other kinds of paper. Should the industries of the country generally show progress, the domestic paper industry will be unable to meet the larger demands of the home and colonial markets, its old-fashioned methods and equipment precluding any rapid rise of output.

WOOD-PULP PRICES

Contracts for Scandinavian wood-pulp have been entered into recently at the following prices c.i.f. Rouen:—

	£	s.	d.		£	s.	d.
Chemical wood pulp—							
Bisulphite, bleached	15	0	0	to	17	0	0
Bisulphite, easy to bleach	12	0	0	to	12	5	0
Bisulphite, for newsprint	11	15	0	to	12	15	0
Soda, non-bleached	12	0	0	to	13	0	0
Soda, Kraft	11	10	0	to	11	15	0
Mechanical, spruce, 50 per cent moisture	3	0	0	to	0	0	0
Dry, spot	6	15	0	to	0	0	0
Dry, futures	6	15	0	to	7	0	0

Imports of Wood-pulp for 1927 from the Principal Sources of Supply

Country of Origin	Mechanical		Chemical	
	Dry	Moist	Dry	Moist
	Metric Tons		Metric Tons	
Total imports	14,235.6	161,211.6	177,854.8	14,641.3
Finland	6,987.1	35,508.4	14,453.3	6,665.3
Sweden	3,572.6	101,656.8	88,370.1	1,033.5
Norway	841.8	21,019.8	8,127.9	92.0
Germany	494.0	438.4	25,077.6	2,136.6
Austria	1,164.6	.....	13,138.6	1.5
Belgo-Luxemburg	37.1	.....	2,309.9	4,268.9
Switzerland	145.0	2,578.3	6,104.3	392.7
Czechoslovakia . . . . .	.....	.....	4,138.2	0.6
Canada . . . . .	.....	.....	11,579	.....
Jugoslavia . . . . .	.....	.....	2,657.3	.....

Imports of Paper (including Newsprint) above 30 Grammes to the Square Metre in 1927 from the Principal Countries

The figures for the last three years are given, in order to show the effect of the German imports under the Dawes Plan.

From	1925	1926 In Metric Tons	1927
Total imports.. . . .	136,018.8	179,006.4	136,593.5
Finland	7,234.5	11,336.4	6,412.3
Sweden	28,865.8	40,211.0	19,696.1
Norway	46,861.1	27,452.4	18,624.8
Great Britain	1,555.8	1,169.7	1,183.2
Germany.. . . .	12,930.1	60,310.8	58,669.8
Austria	1,029.1	345.1	507.6
Holland	11,744.9	14,227.3	14,963.6
Belgium-Luxemburg	7,030.1	8,795.3	4,715.0
Switzerland	11,332.9	8,595.2	9,027.5
Czechoslovakia	2,588.1	1,852.3	1,633.3
Italy	2,902.2	2,828.7	637.7
United States	108.8	228.4	306.9
Canada	1,744.0	320.1	.....

SHIPPING ROUTES TO SOUTH AFRICA WHERE TARIFF PREFERENCE IS INVOLVED

C. S. Bissett, Assistant Trade Commissioner in Capetown, writes that in order to obviate any difficulty that Canadian exporters may experience in obtaining preferential rebates on goods going to the Union of South Africa where a tariff preference is provided it is advisable to:—

(1) Ship through a Canadian port direct to the Union.

(2) Ship on a through bill of lading, if shipment is made through any non-Canadian port, for direct removal to the Union.

In event that neither of the above is possible, the following points must be observed when a through bill of lading cannot be obtained:—

(1) Proof that the goods are of Canadian origin must be submitted. This is contained in the certificate of origin on the back of the Conference form invoice. (This proof must be submitted in all cases, even where shipment is made from a Canadian port direct to the Union or on a through bill of lading through any non-Canadian port.)

(2) Proof of the original indent from the foreign importer must be submitted. The indent number, the date of the original indent, and the name of the South African importer, must be stated in the invoice. The shipping marks of both exporter and South African importer should appear conspicuously on the original containers. Goods bagged or boxed, shipped from Canada must be received in the same bags or boxes in which they were originally shipped. The goods therefore must be received in South Africa in the same shape in which they left Canada, and must have been shipped by the Canadian exporter on the specific order or indent of the South African importer.

(3) Proof of the uninterrupted passage of the goods from Canada to South Africa must be submitted. The inland freight note bearing the official date stamp and signature of any responsible freight agent of any Canadian railway, or of the Canadian Customs authorities, when it accompanies the bill of lading, will be accepted as proof of uninterrupted passage, when the note shows that the goods were consigned direct from the Canadian shipping point to the ship by which they will be conveyed from the non-Canadian port to South Africa. The shipping marks and numbers on the outside containers should be sufficient!

to identify the consignment with those appearing on the inland freight note, the ship's bill of lading and the covering invoices.

Every care should be taken by Canadian exporters to comply strictly with South African Customs regulations and to guard against any possibility of a dispute arising as to the origin of goods invoiced as Canadian for which any rebate of duty is claimed.

The above points must be observed in order that there may be no possibility of Canadian goods being exported from Canada through United States ports, and having been in the meantime warehoused or stored in the United States, or having become part of United States stocks of Canadian goods. In other words, it is essential that proof be submitted that the goods have had an uninterrupted passage from Canada to South Africa (the onus of the proof being upon the Canadian exporter), and that they are of undoubted Canadian origin.

CANADIAN REPRESENTATION IN VENEZUELA

Mr. R. T. Young, Acting Canadian Trade Commissioner at Port of Spain, Trinidad, advises that there is an organization in Venezuela which is well equipped to represent Canadian manufacturers of various kinds of machinery and other materials. The leading lines in which it is suggested that trade can be developed advantageously are the following: woodworking machinery with special equipment for working hardwoods; road-making machinery including concrete mixers, stone crushers, excavating machinery, tar and oil sprayers and boilers; lifting apparatus including steel patent pulley blocks, chain blocks, jacks, overhead travelling cranes, etc.; portable steam boilers of the locomotive and stationary type to consume wood or oil fuels including a good vertical cross tube line from 2½ h.-p. upwards; steel wire ropes for marine and mining and crane and winch work; manila and cotton ropes, twines, etc., as well as cement (the last-named in large quantities packed in barrels of 180 kilos).

This company represent some of the largest firms in Great Britain but in none of the products mentioned have they British connections. With long experience in Venezuela, they should be able to form valuable connections with Canadian manufacturers, and they are in a good position to influence sales. They are opening new exhibition rooms in Caracas for the purpose of showing special machines and appliances—an essential feature in Venezuelan trade.

The terms suggested are a commission of 5 per cent on the net turnover, excepting in such special cases as cement where there is close market competition. The name and address of this company as well as further details are available to Canadian manufacturers on application to the Department of Trade and Commerce, Ottawa (quoting file No. 25887).

PROPOSED BRITISH MARKING REGULATIONS ON INSULATED WIRE

The British Board of Trade has issued a report of its Standing Committee which conducted an inquiry under the Merchandise Marks Act of 1926 respecting the marking of insulated cables and wires. The committee has recommended that an Order in Council be made to go into force three months after the date thereof, applying to insulated electric cables and wires of all descriptions except if at the time of importation they form an integral part of an imported article. The indication of origin is to be borne at the time of importation and also at the time of sale or exposure for sale. Any Canadian firms interested in these regulations may obtain more information on application to the Department of Trade and Commerce, Ottawa.

VALORIZATION OF CUSTOMS DUTIES IN POLAND

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, February 23, 1928.—The Polish Government issued a decree, dated February 13, 1928, providing for a valorization of customs duties to conform to the present exchange value of the zloty, the Polish unit of currency. Two schedules are annexed to the decree. The duties on the products enumerated in Schedule A are to be increased by 72 per cent. In the case of the products enumerated in Schedule B no increase in duties is to take place. For all other goods not enumerated in the two schedules, the duties are to be increased by over 30 per cent. The decree comes into force thirty days after publication or on March 15, 1928.

Schedule A covers all goods still subject to import licence with a few exceptions, and in addition certain products enumerated in the schedule. A decree of February 10, 1928, revised the list of goods for which import licences are required. This list is less comprehensive than that hitherto in force. Import licences are still to be required for fresh apples, passenger automobiles, package cheese, and dressed furs, but not for rubber tires after March 15 next.

Rye flour is included in Schedule B, the products enumerated in which are not to be subject to increased duties, but wheat flour is not mentioned, so that the duty on wheat flour will be increased by 30 per cent on March 15 next.

Further information with respect to the changes in the Polish tariff and import licence regulations may be obtained on application to the Department of Trade and Commerce, Ottawa.

GERMAN MARKING REGULATIONS POSTPONED REGARDING SARDINES

Mr. L. D. Wilgress, Canadian Government Trade Commissioner in Germany, cables that the German marking regulations as outlined in *Commercial Intelligence Journal* No. 1240, November 5, 1927, pages 651-4, have been postponed in so far as sardines are concerned.

TRADE OF DENMARK

In a report by the National Bank of Copenhagen and the Danish State Statistical Department on the economic and industrial conditions in Denmark during January it is stated that the exports of butter and bacon were much greater than in the corresponding month last year; in fact, the exports of bacon were higher than at any time before, while the exports of eggs and meat were a little smaller than last year.

Prices for exported produce were somewhat lower for butter and bacon than in January, 1927, while egg prices were considerably higher.

The trade balance of Denmark for December showed imports valued at 162,000,000 kroner and exports at 137,000 million kroner, leaving an import surplus of 25,000,000 kroner, against 31,000,000 kroner in December, 1926.

The turnover for 1927 was on the whole larger than in the year before, imports totalling 1,659,000,000 kroner and exports 1,550,000,000 kroner, with a total surplus of 109,000,000 kroner, while the corresponding figures for 1926 were 1,620,000,000, 1,517,000,000, and 103,000,000 kroner.

The wholesale index figure of the Statistical Department fell in January one point, from 154 to 153.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND FIVE MONTHS ENDED FEBRUARY 1921, 1922, 1927 AND 1928; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of February				Five Months ended February				United States Tariff Rates in force		
	1921	1922	1927	1928	1921	1922	1927	1928	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of stock)—											
Cattle.....	5,024	1,600	9,329	9,621	180,521	105,963	75,210	100,287	Free	30 p.c.	(a)
Horses.....	287,462	37,875	366,205	520,074	12,833,630	1,961,383	2,528,894	8,522,259	Free	10 p.c.	(b)
Poultry.....	24,805	26,810	4,273	13,695	272,680	108,437	23,831	43,700	10 p.c.	1c. per lb.	3c. per lb.
Sheep.....	18,091	15,448	23,882	27,437	515,975	548,063	511,446	400,422	1c. per lb.	(c)	\$2 per head
Swine.....	21,438	14,580	19,742	22,388	815,943	131,943	227,680	412,484	Free	30 p.c.	
Apples, green or ripe.....	666	126	5,062	1,249	11,677	392,486	23,168	51,444	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, dried.....	4,959	635	24,331	7,013	58,781	2,000,107	119,283	257,564	1c. per lb.	1c. per lb.	2c. per lb.
Berries fresh.....	2,750	2,750	37,220	5,100	658,751	70,093	1,592,458	1,033,683	1c. per lb.	3c. per qt.	1c. per lb.
Grains—	3,301	6,494	3,737	4,406	28,823	45,897	132,349	107,197	1c. per lb.	1c. per lb.	1c. per lb.
Barley.....	1,375	1,375	.....	.....	138	2,726	3,781	13,182	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Beans.....	729	225	159	53,873	1,775	3,092	1,638	60,383	35c. bu. 60 lb.	2c. lb.	11c. lb.
Buckwheat.....	35,275	8,556	2,005	169,888	7,031	10,173	6,091	130,069	Free	Free	10c. per 100 lb.
Oats.....	41,711	7,751	6,315	49,498	170,031	70,433	28,459	37,876	Free	Free	15c. bu. 32 lb.
Peas, whole.....	213,910	293,098	28,405	327,815	603,138	1,238,332	305,256	551,066	6c. bu. 32 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split.....	123,014	107,310	14,826	13,847	380,279	575,598	147,824	324,329	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Rye.....	39,586	7,330	11,662	13,847	29,000	238,728	49,684	170,204	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Wheat.....	200	27,467	39,305	41,772	178,368	38,725	124,617	1,876	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Wheat Flour.....	576	1,904	1,304	3,187	277,563	58,392	3,827	5,218	Free	Free	1c. lb.
Grain Products—	19,501	3,943	1,304	1,084	455,162	63,750	2,468	1,215	Free	Free	15c. bu. 56 lb.
Bran, shorts and middlings.....	40,861	2,813	103,029	13,243	37,437,310	9,218,788	4,900,999	5,099,960	Free	33c. per bush.	42c. bu. 60 lb.
Wheat Flour.....	7,769,354	29,636	141,944	15,851	80,963,567	10,317,036	6,507,087	6,072,803	Free	20 p.c.	(1)
Meats—	60,690	1,876	52,654	45,453	588,565	261,086	650,297	1,119,643	(e)	(e)	1 04 p. 100 lb.
Bacon, hams, shoulders and sides.....	102,432	2,445	81,406	63,907	1,021,403	335,798	836,414	1,519,614	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....	198,712	60,938	3,761	707	886,063	3,874	3,189	32,850	Free	20 p.c.	2c. per lb.
Veats—	1,739,998	348,592	5,089	5,241	9,113,836	2,073,523	27,351	32,850	Free	2c. per lb.	3c. p. lb. (g)
.....	639	77	3,875	4,634	1,731	558	14,536	22,076	Free	25 p.c.	2c. per lb.
.....	18,624	2,527	120,115	147,787	637,521	17,623	471,133	730,698	Free	2c. per lb.	2c. per lb.
.....	8,957	908	10,180	21,263	138,293	52,028	52,028	330,021	Free	2c. per lb.	2c. per lb.
.....	130,350	8,013	116,487	286,574	1,864,713	1,043,768	606,199	3,304,975	Free	2c. per lb.	2c. per lb.

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	118	2,642	10	1	40,073	52,411	6,805	10,324	Free	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....	Cwt.	2,969	48,752	226	28	1,022,837	885,633	157,510	207,759	Free	2c. per lb.	
Pork, dry-salted and pickled.....	Cwt.	312	17,842	19,414	2,606	169,336	4,581	1,618,923	931,038	Free	2c. per lb.	
Poultry, dressed or undressed.....	Cwt.	108	6	43,252	319	9,735	1,817	224,037	126,846	Free	25 p.c.	
Other meats, including canned meats, but excluding extracts.....	Cwt.	13,658	5,806	802	5,263	448,510	670,136	43,297	36,615	Free	2c. per lb.	
Milk and milk products—												
Butter.....	Lb.	4,660	106,004	51,800	22,000	1,482,663	2,508,335	295,500	30,400	Free	25 p.c.	
Cheese.....	Lb.	2,422	26,198	15,115	5,331	534,748	2,530,808	71,317	8,070	2½c. per lb.	6c. per lb.	(i)
Cream.....	Gal.	160,240	5,903	501,500	522,300	2,530,808	2,530,808	11,130,880	7,267,000	20 p.c.	23 p.c.	(j)
Milk, fresh.....	Gal.	21,016	46,890	116,378	118,062	354,732	388,324	1,135,451	1,456,971	Free	5c. gal. (k)	
Milk, condensed, evaporated, and milk powder.....	Lb.	35,822	90,177	235,782	247,888	379,709	985,992	2,734,269	2,206,463	Free	2c. gal. (l)	
Seeds—												
Clover seed, alsike.....	Bush.	1,186,334	22,106	47,572	46,411	1,017,542	128,656	398,317	1,831,852	Free	2c. gal. (k)	
Clover seed, alfalfa and red.....	Bush.	7,735	19,842	10,824	17,900	26,278	71,706	37,559	77,454	Free	2c. per lb.	
Clover seed, other.....	Bush.	103,681	181,005	191,815	209,641	340,455	645,547	61,577	901,016	Free	Free	
Flaxseed.....	Bush.	9,596	2,970	13,546	625	9,473	4,022	61,577	67,117	Free	Free	
Grass seed.....	Bush.	43,753	5,533	23,141	18,331	14,724	15,239	80,259	30,508	Free	Free	(l)
Potatoes.....	Bush.	19,058	25,253	3,646	212	814,996	1,405,782	1,180,450	325,269	Free	30c. bu. 56 lb.	
Sugar beets.....	Bush.	36,787	98,341	6,257	240	1,714,695	2,616,009	2,344,447	90,921	Free	40c. bu. 56 lb.	
Turnips.....	Bush.	28,730	8,651	9,186	8,842	61,314	82,865	45,541	52,628	Free	2c. per lb.	
Vegetables—												
Potatoes.....	Bush.	59,771	39,268	20,817	12,600	127,160	222,455	99,917	77,759	Free	Free	
Sugar beets.....	Ton	108,413	276,567	467,392	569,994	1,436,773	833,332	3,885,867	2,160,549	Free	35c. bu. 60 lb.	
Turnips.....	Bush.	72,293	187,991	410,655	328,659	1,262,488	606,974	3,438,659	1,601,532	Free	50c. per 100 lb.	
Miscellaneous Products—												
Eggs.....	Doz.	171,967	134,736	201,889	393,635	1,033,175	63,151	395,906	323,083	5 p.c.	80c. ton 2,240 lb.	
Hay.....	Ton	40,786	35,958	65,295	99,235	390,603	1,481,067	1,221,223	1,979,334	15 p.c.	12c. per 100 lb.	
Maple sugar.....	Lb.	1,275	462	48	2,484	134,213	110,689	35,649	17,583	Free	Free	
Tallow.....	Cwt.	759	199	24	670	87,741	53,262	16,257	6,353	Free	8c. per doz.	
Wool.....	Lb.	5,303	319	17,062	9,512	455,739	80,853	100,223	33,594	Free	3c. per lb.	
Total value of above commodities.....	\$	11,354,631	1,478,624	3,262,971	2,939,787	119,701,345	28,856,054	30,876,925	33,641,649	Free	(m)	

(a) Cattle weighing less than 1,050 pounds or over 2c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 per head; more than \$150 each, 20 per cent.; (c) Sheep, one year old or over \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush; (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, 15c. per bush; (f) Prior to April 6, 1924, 15c. per bush; (g) Prior to April 6, 1924, 15c. per bush; (h) Mutton, fresh, 24c. per lb.; lamb, fresh, 4c. per lb.; (i) Prior to April 5, 1926, 8 cents per lb.; but not less than 25 per cent. (j) Cheese, 5c. per lb.; but not less than 25 per cent. (k) i.e. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Clover seed, crimson, 1c. per lb., white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See *Commercial Intelligence Journal* No. 974, Sept. 30, 1922, pages 516-7.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

249. DRIED BUTTERMILK.—Dutch importer desires to establish connections with Canadian exporters of dried buttermilk.

250. HONEY.—A firm of brokers in Hamburg, Germany, well introduced among dealers in honey, wish to secure the representation of a Canadian firm exporting this product.

251. CANNED SALMON; SHRIMPS; OYSTERS.—A firm in Caracas, Venezuela, are desirous of representing Canadian exporters of these commodities.

252. POTATOES.—A firm of commission agents in Havana wish to sell Canadian potatoes in Cuba for account of shippers.

253. WHEAT FLOUR.—A firm of commission agents in Havana wish to sell Canadian wheat flour in Cuba for account of shippers.

Miscellaneous

254. HAY.—A firm of commission agents in Havana wish to sell Canadian hay in Cuba for account of shippers.

255. WHEAT.—A commission agent at Barranquilla, Colombia, with sub-agencies throughout Venezuela, wishes to correspond with Canadian exporters of this commodity.

256. OATS.—A firm of commission agents in Havana wish to sell Canadian oats in Cuba for account of shippers.

257. MAPLE SHOE BLOCKS.—A North of England firm of timber importers are desirous of getting in touch with Canadian exporters in a position to offer short pieces of maple blocks suitable for manufacturing into shoe blocks. Particulars on file at Department.

258. SHOE CUTTING BLOCKS.—A Leicester firm manufacturing shoe cutting blocks desire quotations from Canadian mills who have waste maple or short lengths. Sizes desired: 24 inches upwards, from 3 inches to 9 inches wide, and from 2 inches to 3 inches thick. Sample quotation on 500 cubic feet desired, which must be c.i.f. United Kingdom port in sterling.

259. SANITARY ARTICLES; IRON AND STEEL PRODUCTS; OIL; PAPER.—A commission agent at Barranquilla, Colombia, with sub-agencies throughout Venezuela, wishes to correspond with Canadian exporters of sanitary articles; corrugated iron; corrugated galvanized steel sheets; iron in bars; steel in round bars; lubricating oils and greases; wrapping and printing paper.

260. ASBESTOS.—An agent in Milan desires representation in Italy for diamond, powder, crude, and spinning fibre.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MARCH 19

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 19, 1928. Those for the week ending March 12, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending March 12, 1928	Week Ending March 19, 1928
Austria.	Schilling	.1407	\$.1412	\$.1412
Belgium	Belga	.1390	.1395	.1393
Bulgaria.	Lev	.1930	.....	.0075
Czecho-Slovakia.	Krone	.....	.0296	.0296
Denmark.	Krone	.2680	.2680	.2679
Finland.	Markka	.0252	.0252	.0252
France.	Franc	.1930	.0393	.0393
Germany	Reichsmark	.2382	.2391	.2391
Great Britain.	£	4.86 $\frac{3}{4}$	4.8824	4.8753
Greece.	Drachma	.1930	.0131	.0132
Holland	Florin	.4020	.4026	.4023
Hungary	Pengo	.1749	.....	.1750
Italy	Lira	.0526	.0528	.0527
Jugo-Slavia	Dinar	.1930	.....	.0176
Norway	Krone	.2680	.2665	.2668
Portugal.	Escudo	1.0805	.0475	.0420
Roumania	Leu	.1930	.....	.0061
Spain.	Peseta	.1930	.1689	.1683
Sweden	Krona	.2680	.2685	.2682
Switzerland	Franc	.1930	.1926	.1925
United States.	\$	1.0000	1.0006	.9996
Argentine Rep.	Peso (Paper)	.4244	.4275	.4280
Brazil.	Milreis	.5462	.1202	.1205
Chile	Peso	.1217	.....	.1225
Colombia	Peso	.9733	.....	.9780
Mexico. . . . .	\$	.4985	.4880	.4875
Peru.	Libra	4.8665	3.9100	3.9100
Venezuela.	Bolivar	.1930	.....	.1934
Uruguay.	Peso	1.0342	.....	1.0400
Cuba.	Peso	1.0000	.....	.9990
Batavia, Java.	Guilder	.4020	.4012	.4020
China	Tael	.....	.6343	.6350
India	Ruppee	.3650	.3662	.3675
Japan	Yen	.4985	.4693	.4698
Siam.	Tical	.3709	.4575	.4575
Singapore, Str. Settlements. . . . .	\$	.5678	.5662	.5662
Jamaica.	£	4.86 $\frac{3}{4}$	4.8775	4.8777
Barbados	\$	1.000	1.00 $\frac{7}{8}$ —1.02 $\frac{1}{8}$	1.00 $\frac{7}{8}$ —1.02 $\frac{1}{8}$
British Guiana	\$			
Trinidad.	\$			
Other British West Indies.	\$			

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Traveller, April 6; Canadian Inventor, April 16; Canadian Planter, April 26—all C.G.M.M.; Montnairn, April 5; Marloch, April 12; Marburn, April 19—all Canadian Pacific.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, Head Line, March 31.

To CARDIFF AND SWANSEA.—Canadian Trapper, April 7; Canadian Hunter, April 21—both C.G.M.M.

To GLASGOW.—Melita, Canadian Pacific, March 29; Gracia, Anchor-Donaldson, April 13.

To LIVERPOOL.—Montclare, March 30; Montrose, April 6; Montcalm, April 13; Minnedosa, April 20—all Canadian Pacific.

To LONDON.—Canadian Traveller, April 6; Canadian Inventor, April 16; Canadian Planter, April 26—all C.G.M.M.; Beaverbrae, March 31; Beaverhill, April 7; Beaverford, April 14; Beaverburn, April 21—all Canadian Pacific; Comino, Furness Line, April 7.

To HULL.—Comino, Furness Line, April 7.

To MANCHESTER.—Manchester Producer, April 7; a steamer, April 21—both Furness.

To SOUTHAMPTON.—Montnairn, April 5; Metagama, April 7; Marloch, April 12; Marburn, April 19—all Canadian Pacific.

To HAMBURG.—Beaverbrae, March 31; Metagama, April 7; Beaverford, April 14—all Canadian Pacific; Grey County, County Line, April 5.

To HAVRE.—Grey County, County Line, April 5.

To ROTTERDAM.—Hada County, March 31; Tannager, April 10—both County Line.

To COPENHAGEN AND BALTIC PORTS.—Maine, March 25; Ivar, March 31—both Scandinavian-American Line.

To ITALIAN PORTS.—Valcerusa, Lloyd Mediterraneo Italian Service, March 31.

To NORWEGIAN PORTS.—Topdalsfjord, Norwegian-American Line, April 15.

To SOUTH AND WEST AFRICAN PORTS.—Cochrane, Elder Dempster Line, April 15.

To AUSTRALIAN AND NEW ZEALAND PORTS.—Queen Eleanor, New Zealand SS., March 28.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Adolf Bratt, April 6; Josey, April 20—both Ocean Dominion; Canadian Skirmisher, April 7; Canadian Carrier, April 21—both C.G.M.M.

From Halifax

To ANTWERP.—Arabic, Red Star Line, April 1.

To GLASGOW.—Athenia, Anchor-Donaldson, April 15.

To LIVERPOOL.—Nova Scotia, Furness, Withy, April 11; Andania, Cunard Line, April 9; Regina, April 9; Doric, April 18—both White Star-Dominion.

To LONDON.—Alaunia, Cunard Line, April 9; Albertie, White Star Line, April 16; Comino, Furness, Withy, April 9.

To MANCHESTER.—Manchester Brigade, March 26; Manchester Producer, April 9—both Furness, Withy.

To ST. JOHN'S, Nfld.—Nova Scotia, Furness, Withy, April 11; Nerissa, March 27, April 10, April 24; Rosaland, April 3, April 17—both Red Cross Line; Skipper, March 24; a steamer, April 7—both Farquhar SS.; Magna, Newfoundland-Canada Traders, April 11.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, C.G.M.M., April 14.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Squatter (calls at Guadeloupe), March 30; Canadian Otter, April 13—both C.G.M.M.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, April 6; Canadian Skirmisher, April 20—both C.G.M.M.; Invernia, March 30; Adolf Bratt, April 13—both Ocean Dominion.

To AUSTRALIAN PORTS.—Canadian Constructor, C.G.M.M., April 7.

To NEW ZEALAND PORTS.—Canadian Challenger, C.G.M.M., April 25.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, April 4; Caledonia, April 18—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, April 7; Empress of Asia, April 26—both Canadian Pacific.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, April 1; Paris Maru, April 24—both Osaka Shosen Kaisha.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, April 3; Teucer, April 24—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australian Service, April 4.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Crosskeys, American-Australia-Orient Line, April 15.

To MELBOURNE AND SYDNEY.—Dewey, American-Australia-Orient Line, April 28.

To HAVRE, ANTWERP AND BORDEAUX.—Minnesota, March 30; La Marseillaise, April 5—both Cie. Gle. Transatlantique.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Recca, Navigazione Libera Triestina, April 2.

To HAMBURG, ANTWERP AND BREMEN.—Heidelberg, April 5; San Francisco, April 26—both Hamburg-American Line.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Katrine, April 5; Radnorshire, April 22—both North Pacific Coast Line.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Noorderdyk, April 2; Nietheroy, April 19—both North Pacific Coast Line.

To MANCHESTER.—Pacific Pioneer, Furness (Pacific) Ltd., March 27.

To KINGSTON, JAMAICA.—Canadian Importer, C.G.M.M., April 11.

To PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS).—Uranienborg, Canadian Transport Co., April 15.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Hardanger, Westfall-Larsen Line, April 12.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
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PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

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Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
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"SWEDEN AS A MARKET FOR CANADIAN PRODUCTS"

The series of reports under the above title which has recently been appearing in the *Commercial Intelligence Journal*, by Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, has now been reprinted as a pamphlet and is available for distribution. This pamphlet will be sent free to subscribers to the *Commercial Intelligence Journal* on application to the Department of Trade and Commerce, but only on special application being made. The price to other than subscribers to the *Commercial Intelligence Journal* is twenty-five cents. The pamphlet extends to 56 pages and is indexed.

Mr. Wilgress in his report writes that the possibilities of trade between Canada and Sweden are restricted by the great similarity in the basic industries of the two countries. The chief difference in the national economy of the two countries is that the natural resources of Sweden are not so diversified as those of Canada. This gives rise to openings for the sale to Sweden of certain Canadian products.

Wheat and flour comprise the largest item of trade in food products, since Sweden requires to import hard Canadian wheat to supplement the domestic variety. Canned lobsters and fresh apples are also desired in Sweden to an increasing extent.

In the fiscal year ending March, 1927, the total value of Canadian exports to Sweden amounted to \$3,415,805. The chief products shipped were wheat, flour of wheat, canned lobster, rubber manufactures, farm implements and machinery, automobiles, felt manufactures, live foxes, carbon electrodes, fresh apples, pickled salmon, meats, upper leather, and rolled oats.

The soil and climate of Sweden are not very suitable to wheat growing and a very soft variety of wheat is produced, which does not make a good baking flour. As a result imports of hard wheat have been necessary and this is mixed with the domestic product in order to yield a satisfactory grade of flour, and the high gluten content of Canadian wheat makes it greatly favoured for mixing with the domestic product. As Sweden grows only enough wheat to supply 65 per cent of her national requirements, this factor, combined with the others mentioned, accounts for wheat exports amounting to over half the total value of Canadian exports to Sweden.

Sweden provides the third largest market for Canadian canned lobsters, importing annually around 10,000 cases, which is said to represent 5 per cent of the total Canadian pack. The popularity of canned lobsters in Sweden arises from the national custom of Smörgåsbord, in which various delicacies, together with bread and butter and cheese, are eaten before each regular meal. For this purpose lobsters are particularly relished.

Apples may be said to be the Canadian food product for which the best opportunity is presented of increasing trade with Sweden. In 1926 Canada exported apples to Sweden to the value of \$54,530. Last year shipments amounted to \$14,670. This year the prospects are for a greatly increased sale of Canadian apples provided shippers can deliver. The chief requirements of the market are that apples should show a red colour and should not be too large. Another requirement is that only good-keeping varieties should be shipped. As Sweden is a country where the standard of living is high, the people can afford to pay the prices for high-class fruit.

Sweden offers only restricted openings for the sale of agricultural implements and machines on account of the large domestic production of these articles. Nevertheless Canadian manufacturers have been able to do some business with Sweden chiefly in binders and agricultural machinery parts, with smaller shipments of farm and garden tools, ploughs, and mowers.

Sweden consumes very large quantities of rubber goods. Rubber footwear is needed throughout the year because of the climate, while the development of motor transport has brought about an increased demand for rubber tires. Also there is a considerable demand for technical rubber goods among the manufacturing industries. Rubber-soled canvas shoes and high rubber boots are the chief footwear lines imported from Canada. The Dominion also supplies a fair amount of tires and rubber belting.

AUSTRALIAN RESTRICTIONS ON STRAW PACKING NOT TO APPLY TO CANADA

Certain Australian quarantine regulations affecting straw packing or straw articles arriving with imported goods, and which are to go into force as from July 1, 1928, will not be applicable to Canada. The various proclamations issued in regard to these regulations have been No. 170 of August 3, 1927 (see *Commercial Intelligence Journal* No. 1236, October 8, 1927, page 509); No. 172 of September 29, 1927 (cancelled No. 170 but established regulations in amended form); No. 175 of November 8, 1927 (exempted Japan); No. 177 of November 16, 1927 (deferred date of operation from January 1, 1928, to July 1, 1928). The regulations in question were issued owing to the danger of introducing foot-and-mouth disease into Australia. They were at first applicable to all countries except New Zealand.

The Department of External Affairs is now in receipt of a communication from the Minister for External Affairs of Australia, stating that in view of the fact that the Dominion of Canada is free from foot-and-mouth disease, it has been decided to place Canada in the same position as New Zealand by the issue of an amending proclamation.

CANADIAN-NEW ZEALAND TRADE, 1927

ASSISTANT TRADE COMMISSIONER PAUL SYKES

[NOTE.—Statistics given in the following statement are those prepared by the New Zealand Department of Customs and relate to imports by countries of shipment. Some slight variations between these data and others relating to country of origin, appearing elsewhere, will necessarily be apparent. Figures given below are subject to revision.]

Auckland, February 27, 1928.—Official statistics recently received from the New Zealand Department of Customs and showing the value of imports from Canada during the calendar year 1927 indicate that the total value of this trade amounted to £2,719,387. This figure is less by £711,601 than that of the previous twelve months period, which was also less by £465,164 than the 1925 total of £3,906,152. The statistics of the values of total imports and of imports from Canada for the last five years are as follows:—

	Total Imports	Imports from Canada	P.c. of Total
1923..	£43,378,493	£2,930,626	6.75
1924..	48,527,603	3,909,152	8.06
1925..	52,456,407	3,906,152	7.45
1926..	49,889,563	3,430,988	6.88
1927..	44,782,946	2,719,387	6.08

The trend of Canadian-New Zealand trade has paralleled fairly closely the total import trade of the Dominion, the decreases in the volume of Canadian business apparent during the last two years reflecting a general contraction in imports and at the same time marking changed or changing conditions surrounding the business relations of the two Dominions.

INCREASES AND DECREASES BY CLASSES

Imports into New Zealand are grouped by the Customs Department in twenty-three separate classes. A brief summary of changes in the import trade from Canada in 1927 as compared with that of 1926, based on this classification, is given below:—

I. *Foodstuffs of Animal Origin*.—Imports, 1926, £113,299; 1927, £108,824. A decrease in value of some £9,700 in imports of canned salmon was partly offset by increased purchases of sausage casings amounting to over £5,000.

II. *Foodstuffs of Vegetable Origin*.—Imports, 1926, £168,150; 1927, £108,312. A serious decline in imports of goods under this heading is attributable to an entire absence during 1927 of imports of oats, which during the previous year amounted in value to over £20,000; to a falling-off in the trade in oat products from £10,813 to £260; to a decline of over £20,000 in the value of imported Canadian wheat, a decrease of over £9,000 in the value of confectionery imports, and of over £20,000 in those of onions. These decreases were partly offset by an increase in the value of imports of wheat flour from £4,615 to £28,954.

III. *Beverages (Non-alcoholic, etc.)*.—1926, £2,937; 1927, £2,142. Imports of cocoa and chocolate, other than confectionery, were valued at £2,174 in 1926 and £988 in 1927. The trade in fruit juices increased from £763 to £1,154.

IV. *Spirits and Alcoholic Liquors*.—Imports, 1926, £172; 1927, £113.

V. *Tobacco, etc.*—Imports, 1926, £21; 1927, £4.

VI. *Live Animals*.—Imports, 1926, £3,339; 1927, £1,361.

VII. *Animal Substances other than Foodstuffs*.—Imports, 1926, £1,799; 1927, £5,249. Undressed calf skins and raw furs account largely for this increase of some £3,500.

VIII. *Vegetable Substances and Non-manufactured Fibres*.—Imports, 1926, £18,630; 1927, £14,309. Decreased purchases of plants, trees and shrubs and cocksfoot seed are partly offset by an increase in imports of wood pulp amounting to £3,186.

IX. *Apparel and Textiles*.—Imports, 1926, £304,137; 1927, £270,621. Imports of apparel and ready-made clothing, n.e.i., show a total value in 1927 of £49,823 in comparison with that of £62,481 for the previous year. Gum boots also were imported in smaller quantities and show a decline in value of some £7,500, while boots and shoes, other than children's sizes, declined in value by £10,000, dressed furs by about £4,000, and cotton piece goods by £3,000. Imports of Canadian-made hosiery increased in value from £24,295 to £27,284.

X. *Oils, Fats and Waxes*.—Imports, 1926, £1,387; 1927, £1,686.

XI. *Paints and Varnishes*.—Imports, 1926, £4,354; 1927, £2,854.

XII. *Stones and Minerals, used industrially*.—Imports, 1926, £46; 1927, £65.

XIV. (a) *Metals, unmanufactured, partly manufactured and Ores*.—Imports, 1926, £89,224; 1927, £114,260. A substantial increase in imports of iron and steel bars, bolts and rods led to enhanced values for these commodities, amounting to £112,646 in 1927, compared with £86,632 in the previous year. At the same time the business in lead pigs and bars dropped from £2,254 to £680.

(b) *Metal Manufactures other than Machinery and Machines*.—Imports, 1926, £413,891; 1927, £295,713. The large variation between the values shown under this heading for the two years is brought about mainly by a decrease in imports under the heading of rails, layouts, points and crossings, i.e., railway equipment which is bought by the Government, usually at irregular intervals. The 1926 value of £82,915, which declined to £2,764 in 1927, may be regarded as unusual and the latter figure more representative of the average volume of business available for Canadian exporters of these products.

Other decreased values shown under the same heading include those of iron wire, n.e.i. (1926, £46,616; 1927, £27,185); wrought iron tubes 6 inches and under in diameter (1926, £68,132; 1927, £49,729); copper wire (1926, £13,890; 1927, £1,724); nails (1926, £38,009; 1927, £30,501); plain copper plates and sheets (1926, £9,005; 1927, £3,477); fencing staples (1926, £15,472; 1927, £10,920); and channel and girder iron (1926, £10,187; 1927, £5,343).

The more important increases apparent among the same classes of commodities included those of plain fencing wire (1926, £23,960; 1927, £40,496); plain galvanized iron plates and sheets (1926, £31; 1927, £9,169); and tinware n.e.i. (1926, £318; 1927, £7,114).

XV. *Machinery and Machines*.—Imports, 1926, £208,173; 1927, £254,036. A substantial increase in imports of Canadian machinery and machines is evident from the above comparison. On examination of the detailed figures this is seen to result primarily from a healthy increase in purchases of agricultural implements, the value of which increased from £43,207 in 1926 to £65,957 in the last year. Chief among the items going to make up this increase were drills and sowers, of which the 1927 imports of £14,322 showed an increase over 1926 figures of some £8,500, as well as threshing machines, cultivators, and harrows, all of which were brought in in amounts exceeding 1926 figures by £4,000 or over.

Only small variations from import values of other machinery are apparent. It is worthy of note, however, that the previous high totals for electrical appliances have been well maintained, while larger business in vacuum cleaners, metal-working tools, parts of gas and oil engines, grinding mills, and telephone

and telegraph appliances constitute the bulk of the increased trade in machinery other than agricultural implements. Purchases of Canadian-made vacuum cleaners alone have accounted for new business in 1927 to a value of over £7,500.

XVI. *Leather and Manufactures (including Rubber and Manufactures—not including Tires).*—Imports, 1926, £77,495; 1927, £51,417. Decreased imports of leather, augmented by a slight decline in those of india-rubber manufactures, account for a falling off in the total value of imports of these goods of £26,000. Miscellaneous leather imports declined by £14,000, those of belting other than leather by £7,000, and rubber hose, japanned and enamelled leather and heavy sole leather by from £1,500 to £2,500 each. Sole leather in lighter weights was imported in slightly increased quantities.

XVII. *Timber and Wood Manufactures.*—Imports, 1926, £199,533; 1927, £130,880. Under Class XVII imports from Canada of unmanufactured wood decreased in value from £151,004 in 1926 to £101,579 in 1927. The decline in value of the trade in rough sawn lumber from £90,038 to £63,088 was due largely to a decrease in imports of cedar amounting to £27,000. Sawn dressed lumber imports also showed a decrease from £49,093 to £31,792, a result principally of the drop in value of hemlock shipments from £26,272 to £12,740. Some minor decreases are apparent as well, but it is evident at the same time that the trade in Douglas fir has been maintained at an even level and that the business in box shooks for cheese crates has been doubled in volume.

Among the items included under wood manufactures, four are outstanding and in the present case all show more or less serious declines. Imports of doors and sashes fell off in value from £12,170 to £4,648, those of furniture n.e.i. from £12,030 to £6,384, those of veneers and plywoods from £7,783 to £4,110, and of miscellaneous woodenware from £15,300 to £13,477.

XVIII. *Earthenware, Glassware, etc.*—Imports, 1926, £21,355; 1927, £20,102.

XIX. *Paper and Stationery.*—Imports, 1926, £403,331; 1927, £399,168. Very slight changes have occurred in the value of paper imports from Canada, that of unmanufactured paper alone showing a total change of only £1,141. In this, however, an increase of £15,000 in the imports of newsprint, and of £5,500 in those of writing paper in large sheets, balances some decreases in unprinted wrapping paper (£9,500), printing paper other than newsprint (£5,500), and cardboard (£5,000).

XX. *Fancy Goods, Jewellery, etc.*—Imports, 1926, £3,087; 1927, £2,436.

XXI. *Optical, Surgical Instruments, etc.*—Imports, 1926, £14,197; 1927, £1,702. The decline of £12,495 in imports of commodities included in Class XXI is a result of a serious falling off in the camera trade. Imports of cameras from Canada in 1926 were valued at £10,739, while in 1927 this figure is shown at £2.

XXII. *Drugs, Chemicals, etc.*—Imports, 1926, £28,026; 1927, £25,010. A decline of some £5,000 in the value of imports of perfumery and toilet preparations has been partly offset by a newly developed trade in cheese colouring materials and increased shipments of medicinal supplies.

XXIII. *Miscellaneous.*—Imports, 1926, £1,360,406; 1927, £912,888. The decrease in imports reflected in these figures is a result of the falling off in the exports of motor vehicles from Canada to New Zealand. In 1926 the imports of motor vehicles from Canada were valued at £902,741, this figure including all types of motor cars, chassis, bodies, springs and parts, but not including motor cycles or tires for motor vehicles. The same figure in 1927 was £326,773, slightly over one-third of the previous total, and reflects a loss of almost 65

per cent of the former year's business. By statistical items, the data for the two years are as follows:—

	1926	1927
Passenger vehicles other than buses	£473,766	£199,870
Chassis for	293,944	21,727
Lorries, trucks, vans and buses	840	24,551
Chassis for	69,775	30,051
Bodies	1,626	.....
Springs	5,572	4,896
Materials	57,218	45,678

The item of "lorries, trucks, vans and buses" will be noted as the only one showing increased trade.

In marked contrast with the trade in motor vehicles is that of rubber tires. A thriving trade of a value of £394,881 in 1926 increased during 1927 to no less than £518,635, while that in plaster pulp sheets also increased by £8,500 and shipments of pianos by some £6,000.

SUMMARY OF CHANGES IN IMPORTS FROM CANADA

As stated above, imports from Canada during 1927 totalled £2,719,387, and were less than the total for the previous year by £711,601. The following table indicates in a convenient manner those items in which important increases or decreases have occurred, contributing to the above result:—

Increases during Calendar Year 1927

	Amount of Increase
Rubber tires	£123,654
Plain wire fencing	36,536
Iron and steel bars, bolts and rods	26,014
Wheat flour	24,339
Lorries, trucks, etc.	23,711
Newsprint paper	15,176

Decreases during Calendar Year 1927

	Amount of Decrease
Passenger motor vehicles	£273,896
Chassis for above	272,217
Railway rails, points, etc.	80,151
Chassis for lorries, etc.	39,724
Rough sawn cedar lumber	26,935
Onions	20,665
Oats	20,378
Wheat	20,362
Iron wire, n.e.i.	19,431
Wrought iron pipes, 6 in. and under int. diam.	18,403
Leather n.e.i.	13,641
Sawn dressed lumber and hemlock	13,532
Apparel, n.e.i.	12,658
Copper wire	12,166
Materials for motor vehicles	11,540
Cameras	10,737
Oats, manufactured	10,553
Boots and shoes n.e.i.	10,026

SIGNIFICANCE OF LATEST TRADE STATISTICS

Despite the falling-off in value of Canadian exports to New Zealand, the present situation involves one outstanding feature which deserves particular mention. The New Zealand market for Canadian-made automobiles was seriously restricted during 1926 by the granting of preferential tariff rates to only those imports of which the value for duty purposes was made up of at least 50 per cent British labour and materials. Not long after this enact-

ment it was limited still further by the announcement of the introduction of the new Ford car and a practical cessation of activity in buying either these or similarly priced automobiles.

If the trade in motor vehicles and parts be eliminated from that in all other commodities it appears that a total value of imports in 1926 of £2,538,247 became in 1927 a figure of £2,392,614, a decrease from the total of the preceding year of only £145,633 or 5·7 per cent as compared with a decrease in total imports during the same period of over 10·2 per cent.

In addition, it is of interest to note that of the other half-dozen leading commodities exported by Canada to New Zealand, those of rubber manufactures, chiefly automobile tires, show large increases, newsprint shipments have during 1927 exceeded their previous high total, the trade in electric apparatus has been satisfactorily maintained, import values of iron and steel bars bolts and rods increased by some £26,000, canned salmon exports reflect only a minor decline, and only some iron and steel goods and cedar and hemlock lumber show noticeable decreases.

In general it may be said that, apart from the anticipated losses in the automobile trade (from which a sure recovery is anticipated), and giving consideration to the recent period of serious market depression, the trade returns for the past year may still be regarded with considerable satisfaction. A substantial growth during the current year should result both from the improvement in business conditions throughout the country as well as from the provisions of the recently revised tariff under which numerous increases in preferential rates (some of which have yet to take effect) have given new advantages to exporters in British Empire countries.

TOTAL FOREIGN TRADE OF NEW ZEALAND, 1927

The total value of New Zealand's foreign trade during the calendar year 1927 was £93,279,300, the value of exports being £48,496,354 and that of imports £44,782,946. Corresponding figures for 1926 were £95,165,138, £45,275,575, and £49,889,563. The following are given as the outstanding features of the situation:—

(1) Exports to British Empire countries increased from £39,526,924 in 1926 to £42,765,382, while imports declined from £35,957,767 to £32,256,124.

(2) Exports to other than British Empire countries decreased from £5,748,651 to £5,730,972, while imports decreased from £14,941,796 to £12,526,822.

(3) Exports to the United Kingdom, Australia and Canada, New Zealand's important British markets, increased by £1,775,654, £616,029, and £794,881 respectively, while imports from the same countries decreased by £1,577,855, £796,641 and £711,601.

(4) Exports to the United States decreased by £1,137,071, while imports also fell off by £1,906,855. Trade with France, Germany, Japan and the Dutch East Indies showed an opposite tendency; both exports and imports increased in every case. Exports to Germany increased from £364,629 to £1,139,654, those to France from £681,568 to £1,008,291, and those to Japan from £162,832 to £251,547. Imports from Germany, £341,050 in 1926, were £505,995 in 1927, those from France increased from £369,985 to £531,505, those from the Dutch East Indies from £787,698 to £881,882, and those from Japan from £557,778 to £579,826.

[Mr. Sykes has transmitted copies of an exhaustive table showing the total value of imports from Canada into New Zealand during the calendar year 1927, together with the articles affected by and the value of the Canadian preference. These are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application, quoting file No. T/C-9-100.]

ECONOMIC CONDITIONS IN SCOTLAND IN 1927

TRADE COMMISSIONER G. B. JOHNSON

SCOTTISH BANKING

Glasgow, March 8, 1928.—The number of bank offices in Scotland is on the increase, and the fact that bank deposits are maintained and even increased in spite of the keener competition of financial houses, shows that these new offices have tapped new fields.

The past year has been uneventful financially and, despite the difficulties with which the heavy industries have been faced, deposits of the eight Scottish banks have almost entirely regained, in an increase of £3,500,000, the £4,000,000 which they dropped the previous year; the total figure of deposits was £242,848,000. The decrease of notes in circulation is £228,000, showing that the shrinkage which has been in progress some years still continues but at a slower rate. The decrease was £434,000 in 1926 and £520,000 in 1925. Acceptances show the considerable decrease of £653,000, and drafts are down by £364,000, although the figures of one of the banks is not included in these totals. Three of the banks have declared dividends of 18 per cent, three of 16 per cent, one of 21 per cent, including a special bonus of 5 per cent, and one 16 per cent on its "A" shares, and 10 per cent on its "B" shares.

SHIPBUILDING

The activity of shipbuilding on the Clyde is the trade barometer not only of Glasgow, but also of the great industrial area of the West of Scotland as well, which comprises three-fourths of Scotland's population. For Clyde shipbuilding is not only the most important industry in Scotland, but to a great extent carries other great Scottish industries such as steel manufacture and engineering.

The year 1927 was a year of marked recovery for the shipbuilding industry on the Clyde, the vessels built numbering 274 of 463,000 tons as compared with 173 vessels of 286,000 tons in 1926. But satisfaction at these figures is qualified by the reflection that the period under review was one of strenuous if successful efforts to make good the heavy losses incurred during the coal strike. There is no doubt, however, about the increased employment made available on the river—or, what is more important for the future—the entirely cordial relations that existed between employers and men, which cleared the road for rapid construction at economic prices.

The standard of tonnage production is now about back to the pre-war average, and if it can be maintained there will be every reason for satisfaction.

All over Scotland the shipyards were busier than they have been for several years back, production totalling 377 vessels of 519,000 tons as against 243 vessels of 310,000 tons the previous year.

The Clyde with its increased tonnage retains its relative position as the first shipbuilding area of the United Kingdom, and the Lagan (Belfast) drops from third to fifth place.

STEEL AND IRON

The accumulation of orders as a result of the disastrous coal strike in 1926 caused a brisk demand for all classes of iron and steel in the first six months of 1927. For the last six months of the year, however, there was a marked falling-off, the decline increasing as the year went on, until operations were curtailed considerably and intermittent operations became the rule.

This was the result of great importations of steel from works on the Continent, which are invariably able to quote prices under the British level. During the coal strike, when all British steel mills suspended operations, such imports were to be expected, but they have continued, although on a declining scale. The seriousness of the position is indicated by the following figures:—

British Steel Ingot Outputs

1927	Tons	1927	Tons
January	730,000	July	687,100
February	819,110	August	643,000
March	949,600	September	777,000
April	850,100	October	699,000
May	884,600	November	698,000
June	747,300		

Iron and Steel Imports

1927	Tons	1927	Tons
January	555,500	July	336,300
February	443,400	August	286,300
March	478,100	September	312,000
April	404,700	October	336,000
May	355,900	November	284,800
June	332,600		

To encourage the consumption of British steel, the principal steelmakers of this country issued a joint circular on September 1 to the British steel consumers offering a bonus of 5s. on steel plates and sections and 7s. 6d per ton on joists to those users of steel who would confine their purchases to the signatories of the circular. While this offer was well received by the press and public, and while it is not possible accurately to compute the effect it has had in the encouragement of the use of British steel, it is believed that the scheme has been only moderately successful.

The immediate future of the steel trade does not seem very bright. In some quarters it is thought that the only hope is in some form of Government assistance—either by tariff, subsidy, or easing of the enormous burden of local taxation—but assistance of this nature, except in the direction of steps to relieve industry generally of some of the deadweight of local taxation, appears unlikely. Now that united action in the form of a bonus to buyers has been tried with at least some success, steelmakers may bring forward more ambitious schemes rather than await the doubtful possibility of Government action.

MARINE AND GENERAL ENGINEERING

The marine engine shops of this district, and indeed of the whole country, have recovered from the long depression in trade with something like a rebound and have wiped off the arrears accumulated in 1926. Naturally this industry keeps step with shipbuilding, and while there is likely to be some falling-off in the intense activity of recent months, it seems certain that the year 1928 will show steady progress, and more than a moderate degree of prosperity. One reason for this is the fact that competing foreign countries all tell a story of comparative stagnation, economic difficulties, and the wakening from cherished dreams of great shipbuilding industries. With the exception of Germany, the leading Continental shipbuilding countries experienced a set-back, and even in Italy, which appeared a year ago to be forging ahead in a remarkable way for a country which until recently hardly counted as a producer of ocean-going vessels, there was a marked falling-off in the output of new tonnage.

In view of the enormous losses that this country has suffered in recent years through industrial disputes, and the *rapprochement* between employers and employed that is now happily in evidence, it is interesting to note that in the engineering industry there has been industrial peace for thirty years.

Locomotive building is an important industry in Scotland, and it is still struggling to win back prosperity. It is dependent on its export trade, and markets abroad are still small and uncertain. One of the most important of the locomotive works in Scotland made deliveries in 1927 to the Argentine, Egypt, India, Chile, the Soudan, and South Africa. This company also supplied fifty locomotives of the "Royal Scot" type to the London Midland and Scottish Railway. This type has made a name for itself by reason of its splendid performance in hauling express trains between London and Glasgow (400 miles) with one stop only. It has the distinction of holding the world's record of a 299½ miles non-stop run, which is its daily task in both directions.

The sales of many agricultural implements exceeded those of the previous year. Binders, mowers and all harvesting machinery were sold in considerably greater volume than in the two preceding years, but the demand for heavy agricultural machinery fell off considerably. It is reported that there is a tendency to use a lighter type of threshing machine which can be utilized with a tractor, and the demand for these, both portable and stationary, was very good. The demand for silage cutters was more than doubled, as many new silos are now being erected.

COAL

The Scottish coal trade has not yet recovered from the disastrous strike of seven months in 1926, and the export trade in this commodity is in a parlous condition. In recent years foreign countries which were largely dependent upon British coal have been forced to seek other sources of supply, or turn to hydro-electric energy or to their own deposits of coal. German coal has made serious inroads in former British markets, and Silesia, which, until a few years ago supplied coal only to countries immediately adjacent to her own borders, is now exporting about 1,000,000 tons a month. Russia, formerly one of Britain's largest customers, is now of no importance as a market, and Holland, France and Belgium have made appreciable strides in the direction of independence in fuel supplies. Nevertheless the progress made towards the recapture of former markets, and the opening of new ones, is considered to be promising. The outlook is not bright, but the continued effort of the mine-owners to effect economies, aided by scientific apparatus and the loyal support of the mine workers, are believed to be the means to re-establish this industry on a sound and profitable basis as in the days before 1914. Coal is Britain's basic industry, and it was on the economic output of great quantities of cheap and excellent fuel that this country in the nineteenth century achieved industrial supremacy.

SCOTTISH ELECTRICITY SCHEME

A comprehensive report on this subject appeared in *Commercial Intelligence Journal* No. 1218 (June 4, 1927). Operations on this great scheme have been initiated, and contracts applying to the industrial area of Central Scotland have been placed. A number of power stations will be selected with interconnecting transmission lines into which all the electrical energy generated in these stations will be delivered. Important features in the carrying out of these plans are the standardization of frequency, and the initial use in this country of extra high-pressure overhead transmission lines carrying 132,000 volts.

As successive economies will be attained with each step taken in the development of the whole project, it is anticipated that there will be a great increase in the demand for power which, at the lower prices confidently expected, will enable the heavy industries especially to meet competition in the world's markets.

Development in rural areas will receive special attention in the interests of agriculture.

TEXTILES

The textile industry in the West of Scotland is mainly concentrated in the hands of firms who specialize in the production of high-class material, in the manufacture of which they have won a national and even an international reputation. They are not therefore subject so much to the ups and downs of trade as are the textile manufacturers of Lancashire and other districts in England. The leading factories have done very well and are enjoying a prosperity that seems assured for the future.

The carpet manufacturers have considerably increased their output in recent years, and the demand has been exceedingly brisk, especially for the higher-priced carpets.

A good deal of the products of Glasgow factories in high-class, coloured cotton goods was exported, and it says much for the quality of these that, in spite of high tariffs and of keen foreign competition, the firms were able not only to maintain but to improve their position in the world's markets. What trade they lost in ginghams, due to the vogue for artificial silk, and silk in combination with cotton, they more than made up in the improvement in demand for shirtings. The American trade was fully held and that with Continental countries developed.

In the Dundee area the closing of the year has seldom held so much promise for the future of the jute industry. All the works are operating at capacity. The improvement comes from world-wide demand for hessian cloth for actual consumption.

NORTH OF ENGLAND COMMODITY MARKETS

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, March 7, 1928.—Generally speaking, business was quiet during February in the North of England timber market, but conditions are gradually showing signs of improvement and inquiries for all classes of timber seem to be more numerous. The building trade, which has been slack for several months, is reported to be showing signs of a revival. Meanwhile, importers of most woods are holding off from placing large orders until they are able to dispose of the rather heavy stocks accumulated during the close of 1927. Although liner sales have been, on the whole, quiet, a fair amount of business has been done during the past month in Nova Scotian spruce deals at reasonably steady prices, several small lots on contract coming forward on the basis of about £14 10s. per standard c.i.f. Liverpool for 7-inch and wider, with the usual £1 less for 6-inch and under. Better quality New Brunswick spruce deals in cargo lots for spring loading have been disposed of at from 20s. to 30s. more, depending on specifications. Only a limited business has been transacted in Dantzic whitewood, and most shippers have maintained the firmer prices announced earlier in the year. The birch market has been active and firm throughout February. Planks coming forward in liner lots have been meeting a ready sale. Deliveries have exceeded arrivals and stocks are moderate. Halifax descriptions have been sold lately at around £16 10s. per standard c.i.f., with Quebec at from £24 to £26, depending on specifications. A steady demand for birch logs continued throughout the month. St. John varieties have been arriving more freely, and it is considered fairly certain that the bulk is going direct into consumption. The supply of Quebec waney birch logs does not seem to be quite so restricted as in the case of St. John descriptions. Quebec logs have been quoted lately at from 4s. to 4s. 3d. per cubic foot c.i.f., with Halifax from 2s. 6d. to 2s. 9d. The import of Douglas fir was heavy during the past month and business is

reported active with an increasing demand for this relatively cheap wood, but there has been the usual disparity in exporters' c.i.f. prices. Recent quotations on merchantable grades have been around £15 2s. 6d. per standard c.i.f. Liverpool, although prices as low as £14 5s. have been reported. No. 2 clear and better has been valued at from £22 down to £21 10s. and £21 5s., with a tendency toward the lower figure. For the month ending February 29, 1928, unofficial statistics of certain imports, consumption, and stocks are given in comparison with the corresponding period 1927 as follows:—

Liverpool

	Import		Consumption		Stock		
	1927	1928	1927	1928	1927	1928	
Douglas fir	cu. ft.	51,000	265,000	50,000	132,000	147,000	574,000
Birch logs	cu. ft.	11,000	14,000	2,000	7,000	14,000	8,000
Birch planks	cu. ft.	18,000	32,000	35,000	51,000	129,000	150,000
Quebec yellow pine deals	stds.	20	50	340	350	4,910	3,910
N.B. and N.S. spruce and pine	stds.	370	320	1,090	1,210	3,240	8,240

Manchester

		1927	1928	1927	1928	1927	1928
Douglas fir	cu. ft.	....	21,000	4,000	40,000	26,000	36,000
Birch logs	cu. ft.	....	1,000	....	1,000	4,000	1,000
Birch planks	cu. ft.	14,000	5,000	15,000	5,000	35,000	16,000
Spruce deals	stds.	770	270	950	360	1,490	2,050

GRAIN AND FLOUR

The wheat trade to Liverpool and Manchester was again slow during February, although there was perhaps a little more business transacted than in the latter part of January. A large quantity of Argentine wheat is reported on passage unsold, held partly by resellers and partly by shippers. Under these conditions millers feel that they will be able to fill their requirements for this class of wheat as and when they require. Local mills are expected to use an increasing quantity of Argentine wheat in their mixtures, and as this wheat is relatively much cheaper than any other at present, they have only been buying from other sources on a hand-to-mouth basis. Broadly speaking, the market declined about 1s. per quarter during the first ten days of February, but later recovered the whole of this decline, distant positions showing 6d. to 9d. a quarter advance since the end of January, though the near position, owing to pressure of Argentine wheat, is unchanged to a shade lower. Manitoba wheats have had a steady demand and show 9d. to 1s. per quarter advance on the month, although owing to the relatively high prices asked for these wheats millers are using as little as possible.

February was not a good month for imported flour on account of price competition from home millers, although there was a certain demand for Canadian export and top patents from bakers who wanted a stronger product to improve the strength of flour made from softer wheats. A small business was transacted during the month in Canadian top patents at around 38s. 9d. c.i.f. Liverpool. Toward the end of February, Canadian export patents were quoted at about 35s. 9d. c.i.f. Home-milled straight run was obtainable at around 35s. ex mill, but there were no large bookings reported during the month. The demand for mill offals, which during 1927 considerably aided home millers in quoting low prices for flour, has now fallen off, and it is therefore considered probable that the price of domestic flour will have to be raised. Australian flour was in poor demand, small spot quantities being disposed of at 35s. 6d. ex store. The preliminary figures showing the imports of grain and flour to this area during February, 1928, are as follows:—

	Wheat Quarters	Flour Sacks	Barley Quarters	Oats Quarters
Liverpool	452,418	20,125	235	11,469
Manchester	211,335	3,224	3,578	10,461
Hull	360,231	6,593	16,236	8,045
Newcastle	30,415	500	....	11,022

BUTTER

The market for butter was good throughout the past month, with consumptive demand in a healthy state, and imported butters were regularly disposed of on arrival. One direct shipment of butter from New Zealand came to Liverpool during February, and this was sold at from 162s. to 166s. per cwt. on spot. By the close of the month prices had improved to around 168s. to 170s. for this variety. A small quantity of Australian was also sold during the month, and prices for this variety toward the close were 164s. to 166s., but demand was mostly for New Zealand. Danish butter met a normal market throughout, the closing quotations being around 196s. per cwt. for choicest varieties. A fairly early opening of the Irish butter season is now looked for, with the result that shipments to Liverpool from this source will probably commence in mid-April. As stated in a previous report, dealers anticipate increasing supplies from Ireland during the coming season in view of the Pure Food Regulations in this country prohibiting the use of preservatives in cream.

CHEESE

The demand for cheese in February was good. Canadian June and July makes on spot were practically all disposed of by the middle of the month at around 98s. per cwt., with September makes bringing from 2s. to 3s. more. Later descriptions at the end of February were valued at from 2s. to 3s. below September makes, and the stocks of Canadian cheese now remaining at Liverpool are very small. A direct arrival of New Zealand cheese to Liverpool during the month met a ready demand and realized from 93s. to 95s. on spot. The market advanced toward the close to about 98s. Stocks in Liverpool are light and the outlook for the next few weeks is considered firm. Imports of ordinary Canadian cheese to Liverpool during February, 1928, amounted to 1,455 boxes. Some 4,386 bundles and 1,038 cases and cartons of processed cheese arrived during the month. During the corresponding period of last year 1,965 boxes of ordinary and 1,991 bundles, 516 cases and cartons of processed cheese arrived.

BACON

The bacon market shows little change from last month as Continental competition has continued as keen as ever. Hog killings in Denmark are reported at from 95,000 to 100,000 each week during February, and this schedule is expected to continue for another month or so, when a decline is looked for. Meanwhile it is a difficult situation for Canadian bacon. Toward the close of the month ruling prices per cwt. on spot Liverpool were as follows: Danish, 77s.; Swedish and Dutch, 72s.; and Canadian baled bacon, which was in very short supply, at around 78s. Imports of Canadian bacon to Liverpool during February amounted to 1,730 cases and 1,348 bales, as compared with 2,428 cases and 2,239 bales in February, 1927. The following are unofficial estimates of the stocks of provisions in the port of Liverpool on February 29, 1928, as compared with January 31, 1928, and February 28, 1927:—

	Feb. 29, 1928	Jan. 31, 1928	Feb. 28, 1927
Bacon (United States and Canadian)Cwt.	29,361	29,468	41,434
Hams (United States and Canadian)Cwt.	20,838	10,795	25,607
Shoulders (Canadian)Cwt.	2,632	2,344	5,130
Butter (all countries)Cwt.	2,612	1,877	3,708
Cheese (full shapes) (Canadian and United States)			
Boxes	12,047	20,685	11,734
Cheese (full shapes) Australian and New Zealand)			
Crates	488	951	887
Cheese (full shapes) (50 pounds and under) . .Boxes	.....	56	.....
Cheese (manufactured)Pounds	11,545	11,330	29,640
Lard (prime steam western)Tierces	496	689	586
Lard (imported pure refined lard in tierces, firkins, or other packagesTons	2,353	1,996	1,503

EGGS

The usual seasonal decline in the prices of fresh Irish eggs took place during the past month. At the beginning of February, Irish extras were valued at around 20s. per 120, from which figure they dropped steadily and at the close of the month were quoted at 12s., with selected at 11s. 6d. As peak production has not yet been reached, it is generally anticipated that values will go lower still and that prices for storing will be on a cheaper basis than last year. In 1927 prices began falling in early February, but a reaction took place in the middle of the month. This season, however, the decline has been continuous and wholesalers have had difficulty in keeping pace with the falling market.

HAY

Arrivals of hay to Liverpool from Canadian ports during February are estimated at 16,740 bales. In addition, over 1,700 bales which came in from United States ports are understood to be of Canadian origin, making a total of 18,440 bales as compared with 32,490 bales in January and 10,000 bales during December. Hay purchased some time ago at higher prices than this market will now pay continued to arrive during February and consignments also came forward. The result has been a very slow demand at prices ranging from around 92s. 6d. per long ton c.i.f. Liverpool early in February down to anywhere from 85s. to 87s. 6d. at the close of the month, and the immediate outlook is not encouraging. During the month Irish rye grass and clover hay in good condition was freely offered at from 85s. to 90s. ex quay Liverpool. New Brunswick hay that has been coming to Liverpool from winter ports this season along with Quebec has been on the whole favourably commented on by dealers and the prices obtained for the better qualities have been much nearer to Quebec than usual. Owing to the poor quality of the English hay crop, there has been a fairly considerable demand for the better grades of Canadian hay among cow-keepers, who find that Quebec hay when sufficiently green is more satisfactory for this purpose than the inferior English product. In normal years, however, the domestic clover hay used by cow-keepers brings very much higher prices than Canadian.

WOODWORKING MACHINERY FOR THE NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, March 13, 1928.—As a result of recent inquiries made on behalf of Canadian manufacturers, it has been found that, while statistics covering production of woodworking machinery in this country are not available, there are a considerable number of firms engaged in this industry. The output, however, is confined chiefly to standard types of machines, specialized types being imported from foreign countries.

Imports of woodworking machinery for 1926 amounted to £176,039 as against £163,223 in 1925 and £132,505 in 1924. Of the total imported in 1926, the most important suppliers were the United States (£84,976), Belgium (£50,704), Germany (£20,527), and France (£11,865). The total from all British countries amounted to £1,546.

The machines imported from Belgium and Germany are for the most part of the standard types and are of light construction. They include various types of hand and power planers in the smaller sizes, band and cut-off saws, and wood turning lathes. The machines from the United States are largely highly

specialized types and labour-saving devices in which there is little competition at present.

Distributors in Manchester, the chief centre in the North of England for this class of machinery, have expressed an interest in Canadian-made machines of these latter types, and providing that manufacturers can meet competition in regard to price, there seems no reason why a share of this trade could not be secured.

MARKET FOR PACKING-HOUSE OFFALS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, March 10, 1928.—There is a very large trade done throughout the North of England in various packing-house offals, and the business is undoubtedly growing in importance by reason of the improvements made in the method of packing and also on account of the growing public recognition that certain meat offals contain a very large proportion of vitamins.

The offals most in demand in this district are tripe, ox kidneys, livers, ox hearts, ox tails, lambs' hearts, and sheep's kidneys. Tripe in particular is a widely used dish among the working classes of the industrial north, where it is more in demand than in other parts of England.

Apart from the fresh supply of offal obtained from North of England abattoirs such as at Birkenhead and Manchester, the main sources for this district are South America, the United States, and Australasia. American packers take the major portion of the trade, controlling quite half of the South American supply, all from the United States, and some Australasian. Canadian firms have a very small share of the business and seem to have a limited surplus available for export, due no doubt to domestic demand. Canadian exports have been mainly confined to livers, ox and pork kidneys, ox tails, and tripe. Livers are perhaps the most important article from Canada, and in this commodity one or two packers' agents report that the Canadian product has been very well received in North of England markets, equalling South American livers in quality and method of packing. Other agents report that some Canadian livers are darker in colour than the South American, which have a rather light reddish hue. The demand for livers is growing, and Canadian packers should be able to increase their share in the trade provided that strict attention is paid to shipping only fresh livers graded to a high standard of quality equal to South American competitors.

Canadian ox kidneys also meet a satisfactory demand in this market. In one agent's opinion the main problem is lack of supplies, which incidentally are short from most sources at present. There is a considerable outlet in this country for ox tongues for packing in glass and tins. Ox tails are used for soups and stews as a winter demand. It is stated that Canadian ox tails do not have the bone section taken out as well as the South American, but they find an outlet for the cheaper class trade.

Although there is a large outlet in the North of England for raw tripe, Canadian packers enjoy practically none of this trade, which is almost entirely in the hands of South American shippers, mainly on account of Canadian firms insisting upon removing all the fat from the bellies and making them useless to the boilers in this country, as without the fat adhering to the belly after same has been treated they cannot find a sale for them through the retail shops to the public. The retail buyers of cooked tripe always ask for the thick seam with the fat adhering, but they cannot always get this, and at times have to take that which bears no fat. Another point in favour of the South American shippers is that they have regular killings and a uniform stock giving tripes of good weight

and quality, as against Canadian packers who have to handle all kinds and various breeds of animals. South American raw tripe during the past six months has met with a very poor demand, and the very best packs can be bought at 2d to 2½d. (4 cents to 4½ cents) per pound ex cold store Liverpool. The reason for this is attributed to the great killings of cattle in England from last September onwards, there being plenty of the fresh product to take care of the trade—in fact the demand has been so poor that even the fresh English tripe have seriously suffered on account of the slump.

In addition to raw tripe, there is also a fair trade in the cooked variety during the winter, and to a lesser extent in the summer months. Canadian cooked tripe, packed two bellies to the box, with an average weight of about 18 to 22 pounds, meets with a fairly good sale throughout the United Kingdom, and prices realized during the past two or three months range about 3½d. (7 cents) per pound. South America ships cooked tripe to the United Kingdom mostly in bags weighing 50 to 60 pounds, but this is not a very acceptable package to the butchers, and therefore the product handled by Canadian packers meets with a more ready sale.

Prices for the various other meat offals sold in this market fluctuate considerably from month to month. Recent market quotations for South American ox kidneys were in the neighbourhood of 11½d. (23 cents) per pound, and Canadian about the same; ox livers from South America, 5¼d. (10½ cents) per pound and from a farthing to a halfpenny less for Canadian, particularly in the case of packers whose supplies were not continuous. As against these prices, recent reports indicate an unusually heavy demand for Canadian ox livers in the United States, with the result that as high as 17 cents has been obtained in one or two American markets. South American ox hearts have been quoted at 2d. (4 cents); South American lambs' hearts, at 8d. (16 cents); ox tails, at 6½d. (13 cents) for South American and from 4¼d. (8½ cents) to 4½d. (9 cents) for Canadian.

London is the main port of arrival for offals coming to this country and a very large percentage of the trade is done from that centre. Liverpool follows next in importance, and all the leading packers in the exporting countries are represented on this market by agents who sell to the wholesale buyers and multiple shops.

WEST OF ENGLAND POSSIBILITIES FOR CANADIAN ROSE-QUARTZ

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, March 13, 1928.—Rose-quartz is mined in Canada; and provided the quality is suitable, there is a market in the Birmingham area owing to the demand on the part of lapidarists.

The present situation is that 90 per cent of the rose-quartz mined is bought and sold in Germany, and in this connection one important Birmingham firm with strong German connections is very anxious to hear from Canadian exporters who can offer a good quality rose-quartz deep in colour. The white variety is not desired; there is no sale for it.

The entire market possibilities depends upon colour only and Canadian firms interested should send samples of from 10 to 20 pounds either to the Bristol office or to the Birmingham firm whose name may be obtained from the Canadian Department of Trade and Commerce. (See Trade Inquiry No. 282 on page 501 of this issue.)

The chief German centre is Idar, where most of the cutting, in addition to buying and selling, is done. Prices in the rough are in the vicinity of 20 cents to 25 cents per pound, delivered Idar. The present inquiry from a Bir-

mingham firm is for supplying their own cutters in Germany, and for this reason the price may be either f.o.b. Canadian seaboard or c.i.f. United Kingdom or German ports.

If the rose-quartz from Canada is similar to pink tourmaline, very good prices up to \$2.50 per pound can be obtained.

LABRADORITE AND MALACHITE

There are also blue stones from the East coast of Canada called Labradorite; these are opaque with a peculiar blue iridescence. Inquiry has also been made for this class of stone in addition to malachite which is a copper ore. The malachite is used for making paint, and also is used by lapidarists. Interested Canadian firms will please communicate with the Bristol office. (See Trade Inquiries Nos. 283 and 284 on page 501 of this issue.)

BRITISH INDUSTRIES FAIR (BIRMINGHAM), 1928

TRADE COMMISSONER DOUGLAS S. COLE

Bristol, March 8, 1928.—The ninth British Industries Fair (Birmingham), held at Castle Bromwich from February 20 to March 2, constituted a record. The growth of this trade exhibition in the last two years has been very great, the area devoted to stands increasing from six acres last year to ten and a half acres this year. In 1926 there were some 400 exhibitors; in 1927, 600; and this year there were 900 stands. This expansion has necessitated the making of extensive alterations, the latest of which has cost about \$150,000. The fair was visited by 103,000 buyers, and by 14,000 members of the general public.

PURPOSES OF THE FAIR

The fair is a practical illustration of the ability of British industries to meet the insistent challenge of foreign competition. At all points it is noted that the stress is upon quality rather than upon price. As in other years, the fair is being held at a time most convenient for overseas buyers. It is becoming customary for foreign and Dominion buyers to visit the British Industries Fair concurrently with the Leipzig Fair, the two events being held almost at the same time. Birmingham has had buyers from some thirty countries during the past two weeks, and it is stated that orders totalling several millions of dollars have been obtained. During the second week a large delegation from Germany visited the fair, among whom were members of ten Chambers of Commerce in South and Western Germany. In addition, there were representatives from the Munster Chamber in Westphalia and from Bielefeldt-Lippe.

BIRMINGHAM CHAMBER OF COMMERCE ACTIVITY

The Birmingham Chamber of Commerce is responsible for the organization of the entire Birmingham section, and an indication of the activity of this important body may be obtained from the fact that some sixty trade delegations, including important bodies from all parts of the United Kingdom, visited Birmingham during the fair. It was also honoured for the first time by the presence of the King and Queen.

WIDE RANGE OF EXHIBITS

Details of various groups of commodities exhibited together with the number of stands in each group at the fair are as follows:

GROUP I.—*Brassfoundry, Hardware and Ironmongery.*

Military, naval, cabinet, domestic, and other brassfoundry; hearth furniture; metal furniture of all descriptions; hollow-ware, copper goods, and bronze (excluding fancy goods); general hardware, safes, locks, keys, cash and deed boxes, sheet-metal

work, washing machines and appliances; knife-cleaning machines; metal trunks, wire goods; string, cord, and twine; laundry machinery and appliances; preserving bottles and jars, water filters. (Two hundred and twenty-eight exhibitors.)

GROUP II.—*Metals.*

All description of ferrous and non-ferrous metals and alloys (excluding metals) in billets, ingots, strips, sheets, and circles; wire rods and tubes; stainless metals, tool steels; rust-proofing processes. (Forty-two exhibitors.)

GROUP III.—*Construction, Building, and Decoration.*

Building materials; builders' ironmongery and hardware; architectural and ornamental work; constructional steelwork, ferro-concrete; sanitary apparatus, appliances, and fittings; stable fittings and appointments; contractors' plant; shop, bar, and restaurant fittings; municipal engineering and equipment; paints, colours, enamels, varnishes, stains, polishes, lacquers, metal powders, glues and adhesives; mechanical and hand painting and spraying apparatus; decorating materials, wallpapers and coverings, plate and sheet glass. (Eighty-two exhibitors.)

GROUP IV.—*Power, Lighting, Heating, Cooking, and Ventilating.*

Electrical, gas, oil, steam, and all other plant, apparatus, appliances, equipment, and fuels; ventilating plant, plant and accessories; illuminating glassware, electrical porcelain. (Two hundred and four exhibitors.)

GROUP V.—*Engineering.*

General machinery, machine tools, engineering and industrial tools; scientific instruments; sheet metal machinery; transmission, conveying, lifting and hauling appliances; saw-mill equipment; industrial rubber goods and engine packings; foundry appliances and requisites; malleable ironfoundry, drop forgings, die castings; general castings; wire, tube, and rolling mill plant; hydraulic plant; scales, balances, and other weighing instruments; measuring and testing instruments and appliances; heat treatment of metals; industrial equipment; railway materials; carriage work; ropes and cables of steel and hemp; machinery, glassware. (Two hundred and ten exhibitors.)

GROUP VI.—*Agriculture.*

Agricultural, dairy, and horticultural machinery, implements, appliances, and utensils; milk bottles; poultry equipment. (Fifty-two exhibitors.)

GROUP VII.—*Mining.*

Mining, colliery, and quarrying machinery and appliances.

GROUP VIII.—*Motors, Motor Cycles, Cycles, and Cycle Accessories.*

Motors, motor cycles, cycles, motor car, motor cycle, and cycle accessories, equipment, and fittings. (Thirteen exhibitors.)

GROUP IX.—*Guns and Ammunition.*

Guns, rifles, revolvers, ammunition, shooting range fittings and appliances. (Six exhibitors.)

GROUP X.—*Brewing, Distilling, and Catering.*

Brewery plant, distilling plant, cold storage plant; fittings for catering and licensed trade.

GROUP XI.—*Services.*

Export journals, trade journals catering for trades represented in the Birmingham section of the fair; transport services; publicity services; trade organizations; industrial welfare associations; public safety associations; trade propaganda organizations; packing materials and cardboard boxes for all trades represented in the Birmingham section of the fair. (Sixty-three exhibitors.)

BRITISH GOVERNMENT GUARANTEES FOR EXPORT TRADE

As a form of credit insurance, the Export Credit Guarantee Department of the British Government is now authorized to guarantee up to 75 per cent of the face value, sterling bills of exchange drawn in connection with the export

of British goods. It is reported that since the introduction of this scheme increasing use of it has been made by the buyers throughout the country.

The guarantee is non-conditional covering all risks, and payment is made immediately on default.

It is further added that by the department's floating contract, the English exporter can obtain cover as above six months forward for shipment to a list of customers in one market.

CANADIAN EXHIBITS

The bulk of the Canadian exhibitors showed at the London section of the fair through arrangements made as in previous years. There was, however, one Canadian stand showing electrical heating and cooking apparatus which are manufactured by an Ontario firm.

PORT OF BRISTOL EXHIBIT

With a view to attracting traffic via Bristol, the port authorities of that city exhibited at the fair a large model of the Royal Edward Docks at Avonmouth. The trade of the port of Bristol amounts to about 3,000,000 tons of shipping, part of which represents raw materials and products for the Midland area.

EXHIBITS OF INTEREST

Heavy machinery was by far the most distinctive of the Birmingham exhibits. Of particular interest were the showings in hardware and hollow-ware, whilst one trade which is rather peculiar to the Midlands is that of all types of fire grates, including overmantles and tiling. These were in an endless variety of beautiful designs and delicate colourings. Certainly house decorators should be able to obtain beautiful effects, judging by the co-operation which they receive from manufacturers of these products.

The many new types of fuel economies for the reduction of the volume of smoke formed a most interesting exhibit. Under the Smoke Abatement Act of 1927, steam users are required to reduce to a minimum the volume of smoke emitted from chimneys.

One enormous exhibit showed by means of tableaux the evolution of weighing throughout the ages. These full-size models went back to 2000 B.C., and the impression given by the whole was that the art of weighing remained very crude until quite recent years.

A towering pale blue pergoda in one section of the fair was occupied by the Rubber Growers' Association. Here were shown everything from rubber clothing to rubber flowers.

Recent British legislation has given a great impetus to the electrical industry, and the many sections connected with this trade were rather well represented. Manufacturers of electrical apparatus, plants and fittings were in evidence and all types of electrical products from shock-proof switches to improved electric wringing machines were shown.

POSSIBILITIES FOR CANADIAN EXHIBITORS

Lines which should appeal to Canadian firms are those affecting the electrical industry and include all types of electric cooking, heating, and lighting. Washing machines will be coming into use more generally as the voltages throughout the country become standardized.

In other directions, all classes of woodenware and domestic hardware should be of interest. Camping equipment and gardening utensils are other lines in which Canadian manufacturers might stand a chance on this side. All classes of rubber footwear, tires, and hose might also be profitably exhibited at the Birmingham section.

CATALOGUES

This year the Birmingham catalogue has been increased from 163 pages to 205 and is printed in English, French, and Spanish. This excellent publication serves as an index of the products of the English Midlands.

It is understood that the distribution of this catalogue has brought excellent business to the exhibitors throughout the year, as it is kept for reference purposes by the majority of the trade visitors. Several copies have been forwarded to the Canadian Department of Trade and Commerce and may be obtained on application.

OUTLOOK IN BRITISH EAST AFRICA

TRADE COMMISSIONER G. R. STEVENS

Cape Town, February 24, 1928.—According to the latest advices received from H.M. Trade Commissioner in Nairobi, the outlook in British East Africa, which was rather dull, has brightened somewhat. A few weeks ago none of the principal crops was particularly promising. It has been decided that the early estimate of 15,000 tons for the coffee crop was much too sanguine. It appeared as though it might be necessary to halve this estimate and that much of this short crop would be of second grade. However, from latest reports the districts of Northern Kenya have turned out well, and it seems probable that the crop will amount to approximately 10,000 tons of average quality in comparison with 8,556 tons for the previous season.

Maize, which is second in importance among the Kenya crops, has not registered a similar improvement. Last year's exports amounted to 1,250,000 bags, and the export surplus for the present season is estimated at about 800,000 bags.

With reference to Uganda, which lives on cotton, exports for the present season will amount to about 135,000 bales, practically the same as last year. The average price realized, however, is much better, and the outlook in this Dependency has consequently improved. In his annual budget statement, the Governor of Uganda did not foreshadow any further withdrawals from reserve, a course of action which was deemed unavoidable until a short time ago.

In Tanganyika the crop situation roughly approximates that in the two other colonies, and a year of increased purchasing power is to be anticipated.

BRITISH GUIANA POTATO MARKET

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, March 9, 1928.—During the year 1927, according to unofficial statistics, the importation of potatoes into British Guiana was as follows:—

	Bbbs.	£
Holland	23,134	98,356
Canada	17,766	64,616
United States	4,869	20,393
United Kingdom	2,191	8,575
Other countries	210	1,081
Total	48,170	193,021

From the above it will be observed that Holland supplies the greater portion. This is due principally to price, a longer season, and packing methods which are preferred. Dutch potatoes enter the market mainly during the Canadian off-season; that is, from March to October.

So far as the matter of discrimination between red and white potatoes is concerned, the former variety is practically unknown to the market, and it is therefore difficult to ascertain whether there are any real objections to them. It would, however, be safer to state that the white variety of medium size is preferred, although quotations on both kinds might be made to advantage.

If any objection has existed to the red variety, in the opinion of merchants it will be removed by the latest action of the Government in imposing a duty of 40 cents per 100 pounds preferential and 80 cents general tariff on potatoes which formerly entered the colony duty free. As the bulk of the potatoes are imported from Holland, and are of the white variety, conditions are now more in favour of Canadian growers.

Dutch potatoes are packed in small well-ventilated iron-strapped crates of 55 pounds net. This method of packing is much preferred to barrels for the following reasons: The potatoes are better ventilated, therefore less liable to deterioration. It is a more convenient package for resale and transportation. The cost should be less than a barrel, which is in the neighbourhood of 38 cents, whereas the crate would be approximately 15 cents. These crates are about 18 inches square, three slats to each side made of $\frac{1}{2}$ -inch rough spruce or similar wood, and wire strapped around each end.

Canadian shipments reach the market in barrels of 160 to 165 pounds net. Barrels must be well ventilated with air vents. No potatoes are imported in bags as they are crushed too easily. Buyers will not consider such packing.

Business is all done through selling agents and usually by cable. It is customary for exporters to include the agent's commission in their prices, and to refund telegraphic charges. In order to expedite transactions, a simple but efficient code must be arranged. Orders are shipped direct to customer as per agent's instructions, who furnishes a list of buyers and their bankers. It is essential that drafts be drawn through buyers' bankers.

The usual terms are thirty days' sight documents on acceptance. It is useless to attempt to sell on any other terms, as these have been the custom of the market for many years.

In forming a new connection, and in order to gain an entree to the market along with old-established exporters, it is sometimes advisable to offer an inducement to buyers by way of a small reduction in price under the prevailing quotations. Prices should always be quoted c.i.f. Georgetown, Demerara. No other quotation will be considered. Present quotations are \$3.50 per barrel c.i.f. Georgetown.

Exporters interested in this market and in a position to supply at competitive prices during the shipping season are asked to communicate with the Canadian Trade Commissioner, Port of Spain, Trinidad.

TRINIDAD FOODSTUFFS MARKET REVIEW

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, March 15, 1928.—During the month of February market conditions showed a slight improvement over the previous month. Flour stocks of all grades were heavy and dealers were selling Extras below present replacement values. However, at date of writing, the general tone of the market is better. Prices quoted were per bag: Bakers, \$7.60; Extras, \$7; Supers, \$6.40.

Pickled beef and pork prices were somewhat better than in January, although stocks of beef were light and early arrivals of large quantities were expected. Beef was sold at \$33 per barrel. Pork weakened appreciably during the month under review, and sales were made at \$28 per barrel.

Throughout the month there were fair arrivals of Nova Scotia fishstuffs, but the high prices demanded by suppliers, coupled with a good local demand, tended to keep the market firm. Good quality Newfoundland cod was very scarce.

Onion supplies improved due to large arrivals from Holland, with the consequence that prices became much easier than those of the previous month. Potatoes of good quality were scarce. As a result the market was steady with a good demand. Quotations were made at from \$2.60 to \$2.75 per 100 pounds.

Local agricultural conditions are satisfactory. Sugar reaping operations on the estates are progressing satisfactorily under favourable weather conditions. Several shipments were made during February to the United Kingdom and Canada. Cocoa deliveries were fairly liberal during the month, but fell short of anticipations, and towards the end of the month only small lots were coming forward. An increase is hoped for, but reliable authorities predict that the year's yield will be considerably under the average.

CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

FIELD CROPS

New York City, March 20, 1928.—With the exception of cotton, the acreage of United crops will be increased this year, according to planting intentions on March 1, as reported by 50,000 farmers to the Department of Agriculture. The greatest increases are forecast in the Mississippi Valley, where wet weather or flood conditions interfered with planting last spring. Intentions as to corn show an increase of 2.8 per cent., while spring wheat acreage is forecast as 1.5 per cent smaller. An increase in barley acreage of 23.9 per cent is predicted. Gains for flaxseed and tobacco are also forecast. Declines are predicted for oats and rice.

STEEL INDUSTRY

The annual report of the United States Steel Corporation, just made public, indicates the unsatisfactory condition of the steel industry in 1927, which was reflected in the returns of the gross business of the corporation. These fell to \$1,310,392,861 from \$1,508,076,090 in 1926, a decline of \$197,683,229. Last year's net income amounted to \$105,418,368, against \$116,667,405 in 1926. The surplus for 1927 was \$12,863,514, compared with \$55,866,553 in the previous year. The total undivided surplus at the end of 1927 was \$338,044,913, exclusive of \$25,000,000 capital surplus provided upon organization of the company and of subsidiary companies' inter-company profits in inventories. The undivided surplus at the end of 1926 was \$528,502,399, but this was written down by \$203,321,000 as a result of the 40 per cent common stock dividend on June 1, 1927.

New working assets declined \$52,950,232 in 1927, representing the excess of payments made over the net resources for the year.

EMPLOYMENT

Returns for January from 2,000 manufacturing establishments reporting monthly to the National Industrial Conference Board indicate that employment and activity in the manufacturing industry of the United States has been on the increase since November, 1927. The plants reporting represent twenty-five divisions of manufacturing. As mid-winter is a slack period in many industries, the board takes the view that seasonal influences should show further improve-

ment in February and March employment. The January figures show more than 1 per cent increase over the number employed last November, which according to the Conference Board report was the lowest ebb of employment in 1927 and the lowest since the last quarter of 1924. The number of hours worked in the plants reporting show an increase of $3\frac{1}{2}$ per cent as compared with November, 1927.

ELECTRIC VACUUM CLEANERS IN HOLLAND

TRADE COMMISSIONER J. C. MACGILLIVRAY

Rotterdam, March 13, 1928.—Electrical appliances are not used to the same large extent in Holland as in Canada, but among these vacuum cleaners are one of the most popular and are most commonly seen. There are thirteen machines of different makes on the market which are advertised and stocked by the majority of dealers, while to this list there could probably be added three or four obscure makes. A new vacuum cleaner would have to offer something exceptional both as regards price and quality to secure a foothold in the Netherlands and to meet the severe competition from the others which are well known and firmly entrenched.

Among those at present being sold, five are of American manufacture, six are German, one is Canadian, and two are Dutch, with the retail prices ranging from \$96 to as low as \$27. The Canadian and two of the American cleaners are the most expensive, while the Germans cater to the classes of purchasers desiring a medium-priced machine costing from \$40 to \$60. One of these in particular is well advertised and aggressively pushed. The manufacturers have their own agency in seventeen of the largest cities and towns in Holland and carry large stocks in the country. As is the case in Canada, it is possible to purchase on the instalment system, and there are various other inducements offered.

Beyond that normally attendant on new building, there is no prospect of further electrification in Holland in the immediate or near future. When the work of draining the Zuyder Zee is completed, there will be an extension, but it is estimated that it will be at least thirty years before the reclaimed land can be occupied. There are 564 distributing stations in the country, of which number 63 are main stations. Most of these are operated as public utilities, some by the municipalities and some by the provinces.

The cost of electricity varies, but it is on the whole expensive. The voltage in house circuits is in most cases 110 or 220. While there are no definite statistics available, it is estimated that some 60 per cent of the dwellings in Holland are wired, and with new houses gradually replacing old ones the percentage will in time slightly increase.

MARKETING OF IRISH DAIRY PRODUCE

A new scheme for marketing Irish dairy produce has just been completed. As from April 2 next over 80 per cent of the co-operative creameries' butter will be sold, by special contract, through a new organization, to be known as Irish Associated Creameries, and arrangements are being made for bulk shipments from Irish ports. Under the Irish Dairy Produce Act, the Department of Agriculture will examine all consignments for export, and creameries whose butter and methods of manufacture reach a certain standard will be allowed to use the national brand, while creamery butter which falls below the specified "score" will not be allowed to be exported.

SUMMARY OF THE TRADE OF CANADA: MONTH, ELEVEN MONTHS, AND TWELVE MONTHS ENDING FEBRUARY, 1928

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of February, 1928				Eleven Months ending February, 1928				Twelve Months ending February, 1928			
	From United Kingdom		From United States		From United Kingdom		From United States		From United Kingdom		From United States	
	Total Imports	\$	Total Exports	\$	Total Imports	\$	Total Exports	\$	Total Imports	\$	Total Exports	\$
<i>Imports for Consumption</i>												
Agricultural and vegetable products.....	17,339,556	3,129,999	8,264,451	214,499,036	46,203,094	91,502,133	237,157,326	49,914,541	102,956,933			
Animals and animal products.....	7,117,128	4,638,917	58,211,381	168,414,077	63,092,524	35,986,629	65,261,056	6,062,891	40,669,089			
Fibres, textiles and textile products.....	16,710,887	6,379,545	6,490,945	46,027,803	4,016,877	38,931,698	185,030,589	71,077,002	68,710,746			
Wood, wood products and paper.....	4,162,793	1,029,103	18,729,326	224,518,196	16,270,380	200,952,636	51,204,059	4,356,966	43,510,732			
Iron and its products.....	20,161,414	1,029,103	1,029,103	224,518,196	16,270,380	200,952,636	253,091,475	17,628,369	227,571,284			
Non-ferrous metals and their products.....	4,482,612	3,779,493	3,900,167	54,560,824	5,279,188	43,301,085	59,870,787	5,866,238	48,071,283			
Non-metallic minerals and their products.....	9,232,918	66,178	7,791,732	141,054,171	13,828,854	107,488,445	153,733,054	14,595,646	118,515,022			
Chemicals and allied products.....	2,317,322	252,300	1,707,688	29,841,918	4,060,767	19,623,267	33,412,300	4,382,071	22,147,650			
Miscellaneous commodities.....	3,902,267	635,994	2,771,780	5,674,378	9,633,037	37,440,840	59,883,312	10,402,360	41,269,486			
Total imports, 1928.....	86,006,897	13,151,404	57,981,819	988,501,781	167,971,918	636,763,469	1,099,118,958	184,285,384	713,421,735			
1927.....	74,706,654	11,414,130	50,882,509	920,275,328	147,625,599	610,364,255	1,021,209,075	165,001,618	678,292,290			
1926.....	70,908,980	11,048,035	48,088,404	826,394,985	146,355,191	540,690,507	911,033,055	162,026,671	595,794,010			
<i>Exports (Canadian produce)</i>												
Agricultural and vegetable products.....	37,556,594	18,288,320	3,177,275	511,155,716	292,295,573	51,389,552	552,906,125	312,311,779	56,022,817			
Animals and animal products.....	11,252,377	2,337,352	6,787,892	153,082,656	45,714,047	44,398,296	165,833,156	49,112,582	91,905,894			
Fibres, textiles and textile products.....	22,632,316	125,780	92,911	20,656,759	7,149,218	4,578,887	11,066,574	1,830,329	4,876,605			
Wood, wood products and paper.....	4,668,257	593,276	19,327,272	256,255,093	16,099,543	215,576,037	283,759,397	16,966,524	239,763,939			
Iron and its products.....	7,863,672	1,124,081	4,378,770	80,739,570	7,405,574	79,906,725	65,644,378	8,482,566	9,490,082			
Non-ferrous metals and their products.....	1,695,670	253,315	1,214,330	23,383,987	13,847,001	39,437,022	88,337,018	14,783,675	43,297,118			
Non-metallic minerals and their products.....	1,422,994	330,344	1,763,104	23,383,987	3,703,273	13,980,347	25,572,516	2,182,223	15,425,703			
Chemicals and allied products.....	915,543	207,307	463,491	13,618,791	2,193,696	7,963,941	17,955,009	4,189,021	8,668,870			
Miscellaneous commodities.....												
Totals, 1928.....	88,565,196	23,840,146	37,016,699	1,121,233,042	384,775,231	433,098,981	1,226,838,149	412,934,470	478,138,531			
1927.....	78,533,607	18,292,222	32,909,233	1,146,552,309	418,713,612	491,383,239	1,258,857,309	448,201,777	465,097,845			
1926.....	87,634,147	25,742,997	33,402,856	1,208,050,881	478,749,405	431,272,761	1,297,866,683	502,174,494	474,081,906			
<i>Exports (Foreign produce)</i>												
Totals, 1928.....	1,821,658	87,381	1,679,339	20,076,505	1,927,734	16,770,250	21,689,231	2,009,918	18,197,722			
1927.....	1,269,433	61,266	1,098,197	13,802,910	1,064,049	11,484,969	15,504,809	1,175,884	12,926,010			
1926.....	1,296,393	86,217	1,122,921	11,642,447	916,748	9,523,827	12,714,781	1,083,847	10,351,424			
<i>Excess of Imports (i) or All Exports (e)</i>												
1928.....	4,379,957	(e) 10,776,123	(i) 19,292,781	(e) 152,807,766	(e) 218,731,047	(i) 186,894,238	(e) 149,408,422	(e) 230,659,004	(i) 217,085,482			
1927.....	5,096,386	(e) 6,939,358	(i) 10,855,079	(e) 240,079,363	(e) 272,152,062	(i) 177,496,047	(e) 153,153,043	(e) 284,376,043	(i) 200,288,435			
1926.....	18,021,560	(e) 14,781,179	(i) 13,562,627	(e) 388,296,343	(e) 333,310,902	(i) 99,893,919	(e) 399,548,409	(e) 341,231,670	(i) 111,360,680			

NEW CONDENSED MILK REGULATIONS FOR NORTHERN IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 1, 1928.—The Ministry of Home Affairs for Northern Ireland have just issued (dated December 16, 1927) the Public Health (Condensed Milk) Amendment Regulations, 1927, which, read in conjunction with the Public Health (Condensed Milk) Regulations of July, 1925, come into operation on September 1, 1928, in the Province of Ulster "provided that the provisions of paragraphs 1 and 3 of the First Schedule shall not at any time after the date of these Regulations apply to a tin or other receptacle of condensed milk which is labelled in the manner prescribed in that Schedule." This evidently means that paragraphs 1 and 3 of the First Schedule comes into operation from December 16, 1927. Construed together, a simplified version of the regulations, so far as they may be of value to Canadian exporters of this commodity, is as follows:—

PART I

2. "Condensed milk" means milk or skimmed milk which has been concentrated by the removal of part of its water, whether with or without the addition of sugar, and includes the article commonly known as "evaporated milk" but does not include the article commonly known as "dried milk" or "milk powder".

"Skimmed milk" includes separated or machine-skimmed milk.

Gross weight of a tin or other receptacle means the weight of the tin or other receptacle and of its contents.

Percentages shall be calculated by weight.

PART II

4. No person shall sell or expose for sale or deposit in any place for the purpose of sale, or despatch or deliver to any purchaser or agent any condensed milk intended for human consumption unless the condensed milk

- (1) is contained in a tin or other receptacle which is labelled in the manner prescribed in the First Schedule to these Regulations; and
- (2) contains not less than the appropriate percentages of milk fat and milk solids as specified in the Second Schedule to these Regulations: Provided that—
 - (a) The provisions of this Article shall not apply in any case where the condensed milk is intended to be exported or is contained in a tin or other receptacle whose gross weight exceeds five pounds; and
 - (b) Where in any public refreshment room, restaurant, shop or other public premises condensed milk is delivered to a purchaser or other person for consumption on the premises, the receptacle containing the condensed milk shall not be required to be labelled in the manner prescribed in these Regulations.

4. (a) Where a tin or other receptacle containing condensed skimmed milk is required by Article 4 of these Regulations to be labelled, no person shall expose or offer for sale such a tin or receptacle in a paper or other wrapper unless such wrapper has printed on the outside thereof the words "Unfit for babies", such words being contained within a surrounding line. The type used for the words shall be not less than a quarter of an inch in height and the printing shall otherwise conform with the rules prescribed for the printing of the same matter on the labels affixed to the tin or other receptacle.

THE FIRST SCHEDULE

1. Every tin or other receptacle containing condensed milk shall bear a label upon which is printed such one of the following declarations as may be applicable or such other declaration substantially to the like effect as may be allowed by the Ministry:—

(1) In the case of full cream milk (unsweetened):—

CONDENSED FULL CREAM MILK, UNSWEETENED.

This tin contains the equivalent of

(a) Pints of Milk.

(ii) In the case of full cream milk (sweetened):—

CONDENSED FULL CREAM MILK, SWEETENED.

This tin contains the equivalent of

(a) Pints of Milk, with sugar added.

(iii) In the case of skimmed milk (unsweetened):—

CONDENSED MACHINE-SKIMMED MILK (OR CONDENSED
SKIMMED MILK), UNSWEETENED.

UNFIT FOR BABIES

This tin contains the equivalent of

(a) Pints of Skimmed Milk.

(iv) In the case of skimmed milk (sweetened):—

CONDENSED MACHINE-SKIMMED MILK (OR CONDENSED
SKIMMED MILK), SWEETENED.

UNFIT FOR BABIES

This tin contains the equivalent of

(a) Pints of Skimmed Milk, with sugar added.

2. The declaration shall in each case be completed by inserting at (a) the appropriate number in words and figures, e.g., "one and a half ($1\frac{1}{2}$)", any fraction being expressed as eighths, quarters, or a half.

For the purposes of these Rules milk means milk which contains not less than 12.4 per cent of milk solids (including not less than 3.6 per cent of milk fat) and skimmed milk means milk which contains not less than 9 per cent of milk solids other than milk fat.

3. (a) The prescribed declaration shall be printed in dark block type upon a light coloured ground.

(b) There shall be a surrounding line enclosing the declaration and in the cases in which the words "unfit for babies" are required to be used there shall be another such line enclosing those words.

(c) The distance between any part of the words "unfit for babies" and the surrounding line enclosing those words shall not be less than one-sixteenth of an inch.

(d) No matter other than that hereinbefore prescribed shall be printed within either surrounding line.

(e) The type used for the declaration shall not in any part be less than one-eighth of an inch in height (or if the gross weight of the tin or other receptacle does not exceed twelve ounces, one-sixteenth of an inch in height) and the type used for the words "unfit for babies" shall not be less than twice the height of any other part of the declaration.

4. The label shall in addition bear the name and address of the manufacturer of the condensed milk or of the dealer or manufacturer in Northern Ireland for whom it is manufactured.

5. The label shall be securely affixed to the tin or other receptacle so as to be clearly visible. If there is attached to the tin or other receptacle a label bearing the name, trade mark, or design representing the brand of the condensed milk, the prescribed declaration shall be printed as part of such label.

6. There shall not be placed on any tin or other receptacle containing condensed milk—

(a) Any comment on, explanation of, or reference to either the statement of equivalence contained in the prescribed declaration or the words "machine skimmed", "skimmed", or "unfit for babies"; or

(b) Any instructions as to dilution, unless either—

(1) The fluid produced in accordance with such instructions would contain not less milk fat and not less milk solids than milk or skimmed milk as defined in Rules of this Schedule as the case may require, or

(2) such instructions clearly specify that the fluid so produced is not of equivalent composition to milk or skimmed milk as the case may be.

7. Wherever the word "milk" appears on the label of a tin or other receptacle of condensed milk (skimmed) as the description or part of the description of the contents, it shall be immediately preceded or followed by the word "Machine-skimmed" or "Skimmed" as the case may require.

THE SECOND SCHEDULE

All condensed milk shall contain not less than the appropriate percentages of milk fat and milk solids as specified in the following table:—

Description of Condensed Milk	Percentage of all Milk Solids including fat	
	Percentage of Milk Fat	
1. Full cream, unsweetened	9.0	31.0
2. Full cream, sweetened	9.0	31.0
3. Skimmed, unsweetened . . . . .	...	20.0
4. Skimmed, sweetened . . . . .	...	26.0

BULGARIA'S FOREIGN COMMERCE IN 1927

Mr. Henri Turcot, Assistant Trade Commissioner in Milan, has transmitted the following excerpt of an article which appeared in the January issue of the *Bulletin Mensuel* of the Banque Nationale de Bulgarie:—

Bulgarian foreign commerce in 1927 as compared with 1926 and 1925 was characterized by an important increase in both the value and volume in exports and quite an appreciable contraction in imports, the trade balance being favourable by 510,000,000 leys, or approximately \$3,648,560. For 1925 and 1926 and 1927, imports amounted to 416,290, 315,068, and 309,734 metric tons respectively, and were valued at approximately \$52,857,150 (7,400,000,000 leys), \$39,621,430 (5,547,000,000 leys), and \$44,100,000 (6,174,000,000 leys). Exports in the course of the same period were valued at approximately \$44,385,720 (6,214,000,000 leys), \$39,757,150 (5,566,000,000 leys), and \$47,748,560 (6,684,000,000 leys), and their volume extended to 322,498, 391,622, and 468,875 metric tons. The increase in exports was largely accounted for by the advance taken by cereals, which passed from \$6,521,430 in 1926 to \$9,885,720 in 1927. On the imports side, textiles and semi-finished products showed an increase, while a decline took place in metals, machinery, and instruments. Bulgaria's main sources of supplies are Germany, Italy, Great Britain, and Austria.

FRENCH TARIFF CHANGES

With reference to the announcement in *Commercial Intelligence Journal* No. 1258 of March 10, 1928, page 402, concerning a new French tariff bill, Mr. Hercule Barré cables further that the bill was passed on March 15 and published on March 20. It is stated that of special interest to Canada are lower rates on cotton hosiery, ball-bearing gear, skis, and hockey sticks. Knitting looms are now taxed at 26 per cent ad valorem for hand looms, and at 37 per cent ad valorem for motor looms.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

261. CEREALS; APPLES.—A firm in Hamburg, Germany, wish to get in touch with Canadian exporter of cereal foods, bran, dried and evaporated apples.

262. PROVISIONS.—An agent in Breslau wishes to act as representative of Canadian exporters of evaporated apples, cheese, packing house products and other food products exported from Canada to Germany.

263. DRIED APPLES.—A Dutch concern wishes to establish relations with Canadian exporter of dried apples.

264. DRIED APPLES.—An Amsterdam concern is interested in a dried apple agency. Would also purchase for own account.

265. DRIED APPLES.—A Dutch firm are desirous of taking on Canadian dried apple agency.

266. SUGAR.—Importer in Amsterdam would like to hear from Canadian exporter of soft sugars.

267. OATMEAL.—A firm of cereal merchants at Manchester are open, as buyers, to hear direct from Canadian exporters in a position to quote them c.i.f. Manchester.

268. ROLLED OATS.—A firm of cereal merchants at Manchester are open to hear, as buyers, direct from Canadian exporters in a position to quote them c.i.f. Manchester.

269. FLOUR.—A Cardiff firm of flour importers and millers desire to hear from Ontario millers who can offer soft grade suitable for self-raising flour; colour must not be too dark.

270. CANNED SALMON.—A firm in Bogota, Colombia, wish to establish connections with Canadian exporters of canned salmon, fruit, and vegetables. The firm in question has excellent connection with the trade for distribution throughout the various markets of that Republic.

Miscellaneous

271. PATENT LEATHER.—An Italian firm dealing in patent leather are desirous of getting in touch with a Canadian concern with a view to acting as representatives in Italy.

272. CANVAS RUBBER-SOLE FOOTWEAR.—A commission agent in Paramaribo, Dutch Guiana, is desirous of establishing a connection with Canadian manufacturers of the above with a view to representing them.

273. LEATHER BOOTS AND SHOES.—A commission agent in Paramaribo, Dutch Guiana, is desirous of establishing a connection with Canadian manufacturers of leather boots and shoes (men's, women's, and children) with a view to representing them.

274. ELECTRICAL APPLIANCES.—A New Zealand firm of manufacturers' representatives and importers would like to hear from manufacturers of domestic electrical appliances, including heating and cooking apparatus, with a view to representing them in that country.

275. CASTORS.—A New Zealand firm desire to receive samples and prices of castors, rubber-tired, ball-bearing, steel-pressed, either with or without removable rubber, suitable for use on trucks, hospital equipment, dinner wagons, etc., and similar to the "Colson" (U.S.) brand.

276. FISHING APPLIANCES.—A firm of importers in New Zealand desire to receive samples and prices of fishing appliances, particularly cordage and floats (especially those made of balsa wood).

277. NEWSPRINT AND KRAFT.—A New Zealand firm of manufacturers' representatives and importers desire to secure the agency of a Canadian exporter of newsprint and kraft paper.

278. BIRCH LOGS.—A North of England firm of timber merchants with connections on the Continent are interested in getting in touch with exporters in a position to quote them for delivery to Continental ports, and wish prices c.i.f. Valencia and Bilbao, Spain.

279. DOUGLAS FIR.—A North of England firm of timber merchants with connections on the Continent are desirous of entering into negotiations with Canadian exporters with the object of importing Douglas fir round logs and deals into the Spanish ports of Valencia and Bilbao. Quotations desired c.i.f. both ports.

280. CARBON BLACK.—A firm in Hamburg, Germany, wish to get in touch with Canadian exporters of carbon black.

281. MINERALS.—A firm in Hamburg, Germany, wish to get in touch with Canadian exporters of minerals, such as ores, asbestos, gypsum, and also of mineral wax.

282. ROSE-QUARTZ.—A Birmingham firm of lapidarists and importers of semi-precious stones desire to hear from Canadian firms who are mining rose-quartz.

283. LABRADORITE.—A Birmingham firm desire to hear from Canadian firms who can offer labradorite, a semi-precious mineral from Nova Scotia with a peculiar blue iridescence. Samples of 10 to 20 pounds should be forwarded with quotations f.o.b. Canadian seaboard or c.i.f. United Kingdom or German ports.

284. MALACHITE.—A Birmingham firm desire to hear from a Canadian house who can offer malachite, which has a considerable sale amongst lapidarists.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MARCH 26

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending March 26, 1928. Those for the week ending March 19, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending March 19, 1928	Week Ending March 26, 1928
Austria.	Schilling	.1407	\$.1412	\$.1412
Belgium	Belga	.1390	.1393	.1393
Bulgaria.	Lev	.1930	.0075	.0075
Czecho-Slovakia.	Krone	.....	.0296	.0296
Denmark.	Krone	.2680	.2679	.2678
Finland.	Markka	.0252	.0252	.0252
France.	Franc	.1930	.0393	.0393
Germany	Reichsmark	.2382	.2391	.2389
Great Britain.	£	4.86½	4.8753	4.8772
Greece.	Drachma	.1930	.0132	.0132
Holland	Florin	.4020	.4023	.4024
Hungary	Pengo	.1749	.1750	.1750
Italy	Lira	.0526	.0527	.0528
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2668	.2668
Portugal.	Escudo	1.0805	.0420	.0425
Roumania	Leu	.1930	.0061	.0062
Spain.	Peseta	.1930	.1683	.1678
Sweden	Krona	.2680	.2682	.2682
Switzerland	Franc	.1930	.1925	.1925
United States.	\$	1.0000	.9996	.9990
Argentine Rep.	Peso (Paper)	.4244	.4280	.4280
Brazil.	Milreis	.5462	.1205	.1205
Chile	Peso	.1217	.1225	.1225
Colombia	Peso	.9733	.9780	.9780
Mexico. . . . .	\$	.4985	.4875	.4877
Peru.	Libra	4.8665	3.9100	3.9100
Venezuela.	Bolivar	.1930	.1934	.1928
Uruguay.	Peso	1.0342	1.0400	1.0412
Cuba.	Peso	1.0000	.9990	.9989
Batavia, Java.	Guilder	.4020	.4020	.4020
China	Tael	.....	.6350	.6318
India	Ruppee	.3650	.3675	.3675
Japan	Yen	.4985	.4698	.4730
Siam.	Tical	.3709	.4575	.4575
Singapore, Str. Settlements. . . . .	\$	.5678	.5662	.5662
Jamaica	£	4.86½	4.8777	4.8800
Barbados	\$	1.000	1.01—1.02	1.01—1.02
British Guiana.	\$			
Trinidad	\$			
Other British West Indies.	\$	1.0000	1.00½—1.02½	1.00—1.02¼

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Traveller, April 6; Canadian Inventor, April 16; Canadian Planter, April 26—all Canadian National SS.; Montnairn, April 5; Marloch, April 12; Marburn, April 19—all Canadian Pacific.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, Head Line, April 4.

To CARDIFF AND SWANSEA.—Canadian Trapper, April 7; Canadian Hunter, April 21—both Canadian National SS.

To GLASGOW.—Gracia, Anchor-Donaldson, April 13.

To LIVERPOOL.—Montrose, April 6; Montcalm, April 13; Minnedosa, April 20—all Canadian Pacific.

To LONDON.—Canadian Traveller, April 6; Canadian Inventor, April 16; Canadian Planter, April 26—all Canadian National SS.; Beaverhill, April 7; Beaverford, April 14; Beaverburn, April 21—all Canadian Pacific; Comino, Furness Line, April 7.

To HULL.—Comino, Furness Line, April 7.

TO MANCHESTER.—Manchester Producer, April 7; Manchester Citizen, April 21—both Furness Line.

TO SOUTHAMPTON.—Montnairn, April 5; Metagama, April 7; Marloch, April 12; Marburn, April 19—all Canadian Pacific.

TO HAMBURG.—Metagama, April 7; Beaverford, April 14—both Canadian Pacific; Grey County, County Line, April 5.

TO HAVRE.—Grey County, County Line, April 5.

TO ROTTERDAM.—Tannager, County Line, April 10.

TO COPENHAGEN AND BALTIC PORTS.—Ivar, Scandinavian-American Line, April 20.

TO ITALIAN PORTS.—Valcerusa, Lloyd Mediterraneo Italian Service, April 15.

TO NORWEGIAN PORTS.—Topdalsfjord, Norwegian-American Line, April 16.

TO SOUTH AND WEST AFRICAN PORTS.—Cochrane, Elder Dempster Line, April 15.

TO AUSTRALIAN AND NEW ZEALAND PORTS.—A steamer, New Zealand SS., April 16.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Adolf Bratt, April 6; Josey, April 20—both Ocean Dominion; Canadian Skirmisher, April 7; Canadian Carrier, April 21—both Canadian National SS.

From Halifax

TO GLASGOW.—Athenia, Anchor-Donaldson, April 15.

TO LIVERPOOL.—Nova Scotia, Furness, Withy, April 11; Andania, Cunard Line, April 9; Regina, April 9; Doric, April 18—both White Star-Dominion.

TO LONDON.—Alaunia, Cunard Line, April 9; Albertic, White Star Line, April 16; Comino, Furness, Withy, April 9.

TO MANCHESTER.—Manchester Producer, April 9; Manchester Citizen, April 23—both Furness, Withy.

TO ST. JOHN'S, Nfld.—Nova Scotia, Furness, Withy, April 11; Nerissa, April 10, April 24; Rosaland, April 3, April 17—both Red Cross Line; a steamer, Farquhar SS., April 7; Magna, Newfoundland-Canada Traders, April 11.

TO BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Canadian National SS., April 14.

TO ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, Canadian National SS., April 13.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, April 6; Canadian Skirmisher, April 20—both Canadian National SS.; Adolf Bratt, April 13; Italia, April 27—both Ocean Dominion.

TO AUSTRALIAN PORTS.—Canadian Constructor, Canadian National SS., April 7.

TO NEW ZEALAND PORTS.—Canadian Challenger, Canadian National SS., April 25.

TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, April 4; Caledonia, April 18—both Pickford & Black.

From Vancouver

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, April 7; Empress of Asia, April 26—both Canadian Pacific.

TO YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, April 24; Africa Maru, April 30—both Osaka Shosen Kaisha.

TO YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, April 3; Teucer, April 24—both Blue Funnel.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australian Service, April 4.

TO AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—Crosskeys, American-Australia-Orient Line, April 15.

TO MELBOURNE AND SYDNEY.—Dewey, American-Australia-Orient Line, April 28.

TO HAVRE, ANTWERP AND BORDEAUX.—La Marseillaise, April 5; a steamer, April 19—both Cie. Gle. Transatlantique.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Navigazione Libera Triestina, May 9.

TO HAMBURG, ANTWERP AND BREMEN.—Heidelberg, April 5; San Francisco, April 26—both Hamburg-American Line.

TO LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Loch Katrine, April 4; Radnorshire, April 21—both North Pacific Coast Line.

TO LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Noorderdyk, April 2; Nietheroy, April 18—both North Pacific Coast Line.

TO KINGSTON, JAMAICA.—Canadian Importer, Canadian National SS., April 11.

TO PORT OF SPAIN (TRINIDAD) AND BRIDGETOWN (BARBADOS).—Uranienborg, Canadian Transport C., April 20.

TO BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—Hardanger, Westfall-Larsen Line, April 12.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

J. H. English, Acting Trade Commissioner. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Pousette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Can.
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Deputy Minister: F. C. T. O'Hara

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MR. L. M. COSGRAVE'S VISIT TO CANADA

Mr. L. M. Cosgrave, Canadian Trade Commissioner in China, has arrived at Vancouver with the object of making a tour of Canada in the interests of Canadian trade with China. He expects to remain in Vancouver from April 5 to April 16, reaching Ottawa on April 21. Canadian firms who desire to be brought in touch with the Trade Commissioner or to interview him are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

MR. BLEAKNEY'S ITINERARY IN ONTARIO

Mr. A. S. Bleakney, Canadian Trade Commissioner to Brazil, is about to begin his visit to Ontario. The following are the dates of his itinerary:—

Toronto	April 10-24	Sarnia	May 8
Hamilton	April 25-26	London	May 9
St. Catharines-Niagara Falls..	April 27	Stratford	May 10
Brantford	April 30	Oshawa	May 11
Galt	May 1	Brockville	May 14
Kitchener	May 3	Gananoque and Kingston ..	May 15
Guelph	May 4	Ottawa	May 16
Border Cities	May 7		

Canadian firms who desire to be brought in touch with Mr. Bleakney, or to interview him, are requested to communicate, in the case of Toronto, with the Secretary of the Canadian Manufacturers' Association, and in the case of the other cities mentioned in the above itinerary, with the Secretary of the Board of Trade or Chamber of Commerce.

NEW CALENDAR YEAR TRADE REPORT

A departure of considerable interest to the business community and others who follow the current economic statistics of the country is announced by the Dominion Bureau of Statistics. On the instruction of the Hon. Mr. Malcolm, Minister of Trade and Commerce, the Bureau is issuing a detailed report on the trade statistics of Canada for the calendar year, all annual trade statements previously having been on the basis of the fiscal year. The old basis will be maintained, but the new and additional statement will permit the trade statistics to be co-ordinated and directly compared with a wide range of other statistics, most of which are on a calendar year basis. For example, practically all forms of production statistics, including the primary industries of agriculture, mines, fisheries and forestry, and also the secondary industries of manufacturing in all its phases, are collected on the calendar year basis. It is particularly valuable to be able to place the figures of trade in a particular article in exact correspondence with the figures of the production of that article in Canada.

The new publication takes the same form as one of the quarterly reports. It gives statistics of the imports for consumption and of the exports of Canada for all articles included in the trade classification for all principal countries for the twelve months ended December 31, 1927, to which comparative figures for the year 1926 are added. The report is being sent gratis to all regular subscribers to the *Quarterly Trade Report*. Single copies are on sale at 50 cents.

THE ECONOMIC SITUATION IN RUSSIA

TRADE COMMISSIONER L. D. WILGRESS

[NOTE.—1 poud = 36 pounds.]

Hamburg, March 16, 1928.—A number of interesting reviews of the economic position in Soviet Russia during the past year have recently been published in the German press. These reviews give a clearer picture of present economic conditions in that country than is often available to Canadians, so that it may be of interest to summarize some of the more pertinent facts given in recent German newspaper articles on Russia.

SATISFACTORY CROP

The Moscow correspondent of the *Hamburgischer Correspondent* points out that in 1927 there was a good average crop in Soviet Russia for the third year in succession and that such a sequence of good crops was rare in the pre-war period. Detailed statistics of the crop results are not yet available, but according to official estimates the 1927 crop was from 100 to 150 million pouds less than that of the previous year, which amounted to 4,656,300,000 pouds. The pre-war total yield of around 5,000 million pouds therefore has not yet been attained.

Whereas the area cultivated with grain in 1926 increased by 4.2 per cent as compared with the previous year, the increased acreage last year amounted on the average to only 1.2 per cent. The area cultivated with summer wheat showed an increase of 8 per cent in the German Volga Republic and in the Ukraine. On the other hand, the area cultivated with barley declined by 4 per cent in the Ukraine and by as much as 10 per cent in the Kuban.

Insufficient rain served to deteriorate the condition of the seed early in the growing season, so that already during May and June a partial crop failure was predicted for the steppe districts of the Ukraine and particularly for the Northern Caucasus. These fears were later fully confirmed.

GRAIN COLLECTIONS

The development of the grain markets during the past year clearly showed that the collection of grain from the peasants is the basic problem confronting the State policy of promoting the productiveness of agriculture for export trade. The yield of the harvest is not of such importance as the securing of grain supplies. Last year the collection of grain showed a tendency exactly the reverse to that of the previous season. The increase in grain collections took place early instead of later on in the crop year, while commencing with the second half of September a marked decline in grain purchases set in. This can be seen from the following table of the quantities of grain collected in the last half of 1926 and 1927:—

	1927 Tons	1926 Tons
July	231,037	206,557
August	921,985	799,400
September	1,661,000	1,530,000
October	1,262,855	1,690,000
November	741,817	1,809,836
December	669,929	1,541,257

In the first six months of the current crop year (July to December, 1927) the quantity of grain, inclusive of oil seeds, collected in the Soviet Union totalled 5,710,000 tons as compared with 7,470,000 tons in the same period of the previous season. This represents a decline of 1,750,000 tons or about 107 million pouds. The total Russian grain exports in the fiscal year 1926-27 amounted to approximately 160 million pouds, so that already on January 1, 1928, the shortage in the grain supply nearly equalled the total exports of grain in the previous year.

GOVERNMENT PRICE POLICY

According to the writer in the *Hamburgischer Correspondent*, the two chief causes of the unsatisfactory results of the grain campaign are the mistaken price policy of the Soviet Government and the continued insufficient supply of manufactured goods required by the peasants.

The general index number of the State purchasing prices for agricultural products remained unchanged in the crop year 1926-27 as compared with the previous year. On the other hand, although the prices for animal products increased by 15 per cent, grain prices declined by 11 per cent. Taking the prices ruling in 1913 as 100, grain at 105·8 showed the lowest price index.

At the commencement of the 1927-28 crop year, the Soviet Government increased grain prices and this, as the above table shows, resulted in greater supplies of grain coming to the markets. At the end of September, however, the Soviet Government introduced a lower price level, as it was feared that otherwise a profit could not be realized on grain exports. This lowering of prices immediately had the effect of reducing the supplies of grain received from the peasants.

A further increase having taken place in the prices of animal products, the equilibrium of prices in the agricultural industry has been disturbed by the low prices for grain. Thus before the war one poud of meat was equal in price to 4½ pouds of grain, but now one poud of meat will purchase 7·8 pouds of grain.

According to Soviet statistics, over 36 per cent of the Russian peasantry do not produce sufficient grain to cover their own requirements until the next harvest and are compelled to purchase again. About the same proportion of the peasantry are able to cover their own requirements, but have no surplus for disposal. Only about a third of the Russian peasantry therefore are sellers of grain, and this third mostly is comprised of rich and well-to-do peasants who are not forced to part with their grain at any price. This explains why the price policy of the Soviet Government has had such a retarding influence on the supply of grain coming on to the market.

SUPPLY OF MANUFACTURED GOODS

The collection of the yields of the Russian harvests is dependent to a large degree on the supply of manufactured goods to the peasantry, since the peasants will only part with their products if they can purchase goods with the proceeds. This important factor is stated to have shown no improvement in 1927, but even a deterioration. The situation has become still more acute, since the purchasing power of the peasantry has been increased through the excessive issues of money.

The demand among the peasants for manufactured goods became very marked in the latter part of last year and the stocks of the State industrial trusts, producing goods required by the masses, rapidly declined. The replenishment of stocks was all the more difficult, because owing to shortage of raw materials the textile mills had been idle last summer for a longer period than usual. The Russian trade press has calculated that the buying power of the peasantry has increased at least 15 per cent over the previous year, but that the output of goods required by the masses was 4 per cent behind the program of production. Consequently the prices of manufactured goods in spite of repeated forced reductions are still much too high.

The Soviet Government have finally decided to adopt extraordinary measures to provide the peasants with the goods they require. These measures can only begin to take effect in the present quarter, and as a consequence the towns are being threatened with a temporary curtailment in the supply of manufactured goods in addition to a food crisis. The latter is openly admitted by the Soviet press as a consequence of the poor results of the grain collection campaign.

POSITION OF RUSSIAN INDUSTRIES

A new policy was noticeable in 1927 in regard to Russian manufacturing industries. The capabilities of the old plants in most branches of industry have been exhausted, so that a further development of production on the basis of the old technical equipment is no longer possible. Industrial policy accordingly is to be directed not only with a view to increasing the quantity of goods produced, but chiefly to provide for the re-equipment of the State industrial plants. Besides, a number of new factories, chiefly in the metal and machinery industries, were planned for 1927. The execution of these plans became increasingly difficult during the course of the year on account of the growing financial stringency.

A total of 990,300,000 roubles were expended for fundamental repairs and new industrial construction in the fiscal year 1926-27 as compared with 810,900,000 roubles in the previous year. The largest expenditures were those in the metal, oil, and coal-mining industries. In addition to financial difficulties, the work was retarded by high costs and defective distribution of building workers. Rykov, the President of the Council of People's Commissars, summed up the position with the words: "There has not been built what was required nor in the right place nor in the proper manner".

The growing technical relations of Russian industry with foreign countries is worthy of mention. This has been shown in a number of contracts with foreign firms for technical assistance.

DOMESTIC TRADE

The chief characteristic of domestic trade during the past year remained the great demand for goods. The demand from the peasantry, already referred to, produced a crisis and various trade organizations were completely sold out.

The total turnover of the Moscow goods exchange amounted in 1927 to 4,675,300,000 roubles as compared with 3,632,800,000 roubles in the previous year. The increased turnover may be explained by the greater number of contracts for future delivery, while transactions for immediate delivery declined from month to month. The shortage of goods became so acute that in October the sale of goods in the large towns was only permitted on proof of very urgent requirements. Stringent administrative measures assured the delivery of goods to the principal centres, but the shortage still continues, even if relieved to some extent.

In 1927 the Soviet Government took further rigorous steps against private traders. Bank credits particularly were withheld from private traders, the latter receiving only 0.8 per cent of the total credits granted by the banks. As a consequence of these measures private trade has been constantly on the decline.

FOREIGN TRADE

The total value of the foreign trade of Soviet Russia over the European frontiers in 1927 amounted on the basis of present prices to 1,286,200,000 roubles as against 1,242,800,000 roubles in 1926. On the whole, the foreign trade of Soviet Russia has remained at about the same level in recent years.

Exports from Soviet Russia in 1927 totalled 634,100,000 roubles as against 632,600,000 roubles in the previous year, and total imports were valued at 652,100,000 roubles as compared with 610,200,000 roubles. There was therefore an unfavourable balance of trade last year amounting to 18 million roubles.

The most notable feature of Russian foreign trade last year was the marked decline of exports in the last two months of the year as compared with the previous year. This was caused by the shortage of grain available for export. In November the exports of grain amounted to only 135,800 tons as against 360,200 tons in October. Last year the value of grain exports was greater than in the previous year owing to the larger proportion of products of high value.

The total grain export was about 23 per cent of that in 1913. Russia in the first nine months of the fiscal year 1926-27 supplied 9.8 per cent of the total world exports of wheat as against 25.6 per cent in 1913. The Russian exports of wheat were 29.1 per cent of the average for the years 1909-13; those of rye were 49.6 per cent; those of eggs, 26.6 per cent; flax and flax fibre, 14 per cent; manganese ores, 65.7 per cent; iron ores, 86.8 per cent; and sugar, 87.1 per cent. The shipments of oil were among the few branches of export to exceed the pre-war figures, being about 20.2 per cent greater than before the war. Total Russian exports in the fiscal year 1926-27 averaged about 40 per cent of the pre-war volume.

The principal markets for Russian exports in the last two fiscal years were as follows:—

	1926-27		1925-26	
	In Million Roubles	Percentage of Total	In Million Roubles	Percentage of Total
Great Britain	197.5	29.1	187.1	31.8
Germany	167.3	24.7	111.0	18.9
Latvia	57.4	8.4	63.5	10.8
France	54.1	8.0	39.8	6.7
Italy	37.7	5.5	33.5	5.7

It is interesting to note that in spite of the break in diplomatic relations, Russian exports to Great Britain have increased, although the proportion of these exports to the total has decreased. There has also been a large increase in Russian exports to Germany.

IMPORTS INTO SOVIET RUSSIA

The following table shows the proportion of Russian imports supplied by the countries most interested in trade with Soviet Russia during the last two fiscal years:—

	1926-27		1925-26	
	In Million Roubles	Percentage of Total	In Million Roubles	Percentage of Total
Germany	157.7	25.2	172.2	25.6
United States	143.4	23.0	119.9	17.8
Great Britain	97.1	15.6	125.4	18.6
France	21.7	3.5	19.0	2.8
Poland	13.1	2.1	9.2	1.4
Czechoslovakia	10.8	1.7	18.1	2.7

Germany last year was again the chief source of supply for goods imported into Soviet Russia, but the proportion of the total imports coming from that country decreased in spite of the credits for a total of 300 million Reichsmarks. This was chiefly due to a large number of Russian orders having been transferred to the United States, whose share in Russian import trade increased considerably last year.

There was a marked change in the character of Russian imports last year. Imports for industrial purposes accounted for 82.2 per cent of the total as against 66.7 per cent in the previous year and 56.3 per cent in 1913. There were considerable increases in the importations of raw leather, cotton and wool.

During 1927, Soviet Russia concluded two trade treaties of fundamental importance, viz., that with Latvia concluded on May 2, and that with Persia concluded on October 1. In both treaties Soviet Russia for the first time granted certain quotas for imported goods to the other contracting party.

HAY MARKET CONDITIONS IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, March 20, 1928.—As will be known, unusually large quantities of Canadian hay have been shipped to the United Kingdom this season, resulting from the failure of the home crop in many districts, both as regards quantity and quality.

According to opinions obtained from leading London importers, business has been progressing satisfactorily; but within the last few days, however, two cases have been brought to attention where two different importers have refused to accept consignments of Canadian hay, upon the claim that they are not in accordance with the grade contracted for, or have arrived in bad condition.

Although differences of opinion are bound to occasionally occur in transactions of all kinds, and more especially in the case of a commodity like hay, it seems opportune to warn Canadian shippers that carelessness, and failure to send to this country the particular variety which is stipulated, and which alone will satisfy the requirements of users, will involve them in considerable and needless expense and loss of profit.

Owing to the particular regulations in force in the port of London, facilities for discharging hay are less favourable than in many other centres. In consequence, as hay has to be transferred from ships by barges to the warehouses, shipments cannot be thoroughly examined until they are actually in the possession of the buyers or prospective buyers.

Such a position is obviously disadvantageous to the overseas exporter, and must adversely influence efforts to secure a settlement and the best results from arbitration, where a claim for a reduction in price is made.

As imported hay must be needed in Great Britain until next summer, when the new crop becomes available, and Canada is well circumstanced for supplying the bulk of what is required, Canadian shippers should not throw away opportunities of profitable business by neglecting to safeguard themselves from the likelihood of claims.

COMMODITY MARKETS IN SCOTLAND IN 1927

TRADE COMMISSIONER G. B. JOHNSON

TIMBER

Glasgow, March 8, 1928.—During 1927 the conditions in Scotland in this industry were such that the improvement anticipated twelve months previously was only partially realized. Some expansion of the demand for timber for shipbuilding was in evidence, especially during the latter part of the year. Among the large consuming industries housebuilding is the most important, but as the bulk of the houses now being built are of cheap construction, the lower-priced woods formed most of the demand. The consumption of European white and red wood continued on a steady scale throughout the year, but profits to merchants were small. Next in importance was Douglas fir, which was one of the most attractively priced woods on the market. Values ranged from £22 to £24 per standard c.i.f. for No. 2 clear and better 3 to 6 inches thick. There have been heavy imports in recent months, and considerable shipments have been made on consignment, so that stocks in store have accumulated and considerable pressure has been necessary to make sales. The consumption of clear spruce has been moderate, the cheapness of Douglas fir having had an adverse effect on the demand. Prices ranged from £28 to over £30 c.i.f. The demand for Quebec pine showed little improvement, the higher qualities especially being slow of sale. For third and fourth quality 11 by 3 a fairly regular business was done at prices ranging around 4s. 3d. and 2s. 9d. respectively.

Scottish business with Eastern Canada continues to follow the restrictive tendency which set in many years ago. There are several reasons for this, perhaps the chief being the great development of the paper industry in that part of the country, and the fact that freight rates are from 25 per cent to 30 per cent dearer than from the Baltic and Scandinavian ports, from which most of the building timbers used here are shipped. Indeed it is true to say that, with the exception of Liverpool, Manchester, and the North of Ireland, the import of Quebec spruce into the United Kingdom is small.

There is still some business to be done in yellow pine deals and sidings and in birch planks and logs. Rock elm is about the only shipbuilding timber now imported in the log.

Turning to British Columbia, the trade from Vancouver to this country is expanding year by year, fostered by the desire of the British Government to place their orders with British Columbia rather than with foreign countries. This policy has been followed by the railway companies, who have bought fairly large quantities of Douglas fir sleepers and crossings, and who invariably specify British Columbia production. Owing to the difficulties in getting supplies of Baltic redwood sleepers, this trade is likely to increase despite the heavy cost of freight, which is about three times heavier than from Danzig. Douglas fir has found favour as a joiner wood in the better qualities, and there is a growing trade in No. 2 clear and better quality for building purposes, and also for shipyard work. Deck planks have found a limited market, but in spite of their excellent quality, this item has not made headway to anything like the extent of the fitches and boards, which are imported in ever-increasing quantities.

During 1927 there were no violent fluctuations in prices, and freight rates were more or less steady. Latterly the tendency has been for rather cheaper prices for Douglas fir of all grades, and freights have not gone higher, so that a fairly large import trade during 1928 is expected.

CANNED AND PACKAGED PRODUCTS

Canadian canned fruits and vegetables seem to be getting a greater hold on the Scottish market, and there is no doubt that buyers here are becoming more favourable towards Canadian fruits, possibly because the grading has shown some improvement over recent years.

Canned Pears.—The Bartlett pears shipped from Canada are very fine flavoured, and with still further improvement in the grading they should ultimately beat the Californian and Oregon packs. One difficulty is that the syrup contents of Canadian fruits do not appear to be uniform, and while the same may be said of those of Oregon, the Californian (being well-graded fruits with uniform strength of syrup in the various grades) have still an advantage over the Canadian. It is understood that some Canadian Keiffer pears have been sold in Scotland. One of the agents here states that among the trade many people compare these disadvantageously with Oregon and Californian Bartletts—losing sight of the fact that they are not sold as Bartletts—and thereby prejudicing the position so far as high-quality Canadian Bartlett pears are concerned.

Canned Apples.—In Scotland these are sold principally to the bakery trade in gallon tins. The quality of the Canadian product shipped during 1927 has been better than in previous seasons; but unfortunately the short Canadian crop has retarded sales.

Canned Peas.—Canadian canned vegetables are also making headway in this market, although peas have not won a great deal of success owing chiefly to the size of the container in which they are packed. The trade in canned peas is chiefly with Belgian packers, who put up for the grocery trade in pint tins with a brass foil label. This label has been so long on the market that the housewife or other purchaser will hardly entertain any other type of canned peas lacking this particular kind of label. The main seller is the lowest grade Moyen Belgian peas packed 100 tins to the case. These are usually sold on the basis of 3s. to 3s. 3d. (73 cents to 79 cents) per dozen f.o.b. Antwerp. This is a remarkably low price, and it is doubtful if any Canadian packer could place a similar type on this market to compete. But the canned peas trade is a particularly heavy one in Scotland, and it might be worth while for some Canadian packer to try out this type and style of can on this market. A good deal of pioneer work has been done in Scotland by one of the Canadian canners, and with no little success, and with the assistance of the advertising and publicity campaign just on the point of being started by the Department of Trade and Commerce, there are excellent prospects of further trade in Canadian canned vegetables.

Canned Tomatoes.—Canadian tomatoes in tins have had some share of the trade in Scotland, but these are not proving popular owing to the weak colour compared with the Italian product. The superior flavour of Canadian tomatoes, however, may eventually overcome this difficulty if advantage is taken of the advertising scheme above mentioned.

Macaroni.—This is an article which is under very heavy competition from France and Italy; but there has been a substantial increase in imports from Canada. It might be an advantage if the Canadian manufacturers were to put up this article in half-pound packs, which is perhaps the best selling size of package on the market. Scotland is fortunately almost free from American competition, but with lower prices operating by Continental manufacturers, it is no doubt difficult for Canadian makers to meet such competition.

DAIRY PRODUCE

Cheese.—In 1927 Canada shipped to the United Kingdom little more than half as much cheese as New Zealand, although the value was a good deal more than half owing to the higher prices Canadian cheese brings on this market. The difference in price during 1927 fluctuated between 3s. and 6s. (73 cents and \$1.46). New Zealand maintained—in fact improved—her position as compared with the previous year, while Canada's trade in this product dropped from about \$23,000,000 to \$20,000,000. Canadian cheese is considered in Scotland to be the best, from the commercial standpoint, on the market. While Canadian exports to this market have been falling off in recent years—and in comparison with New Zealand the decline is striking—it is not anticipated that this trade will dwindle permanently, provided there is a growing production in the Canadian West. A variety of causes have contributed to the decline, such as the demand of the United States market for milk and cream. The business that is being done in package or processed cheese is curtailing sales of bulk cheese in Scotland, and its growth in recent years has been remarkable.

Values on the Glasgow market in the middle of February were a shade higher than at the beginning of that month, and at the present prices the market is fairly steady. The New Zealand drought has been responsible for some inquiry for cheese to arrive in March and April, and may cause a slight increase in value about that time, but it is not expected that prices will advance much further in the near future. Coloured Canadian cheese is bringing from 90s. to 102s.; white, 100s. to 104s.; and New Zealand spot prices, white and coloured, are from 92s. to 93s.

Butter.—During 1927 the trade in Canadian butter with the United Kingdom was almost nil. As in the case of cheese, the smaller production of butter in the Dominion seems to have been the result of a heavy demand from the United States for milk and cream, to the cows giving less milk, and to the scarcity of feeding stuffs.

Any real hold on the enormous butter market available in this country (the imports for the United Kingdom amount to about \$250,000,000 annually) can only be obtained by a *contiguous supply* of mild butter of the finest quality. Spasmodic shipments fail not only to get the interest of the trade, but the price the quality of the product merits.

Eggs.—There was also a heavy fall in the shipment of eggs to the United Kingdom from Canada in 1927 as compared with the two previous years, production in Canada evidently having fallen off. The price during the year in Glasgow varied from 20s. to 22s. per great hundred, which is a better price than that prevailing in 1926. From Ireland there was a much larger supply than in previous years, and from eight other countries normal supplies were obtained. The total imports into the United Kingdom were of a value of about \$80,000,000, of which Canada's contribution was \$185,000.

CATTLE

During 1927 the trade in Canadian cattle with the United Kingdom fell almost to vanishing point, 7,600 head being imported as compared with 79,000 in 1926 and 110,000 in 1925.

In the case of Scotland alone the trade is also at a standstill, cattle prices in Canada having gradually risen to a high level. This feature, coinciding with a fall in values here, has made shipment an impossibility, and at the moment there is little indication of any resumption of the Canadian cattle trade to this country. Indeed, the consensus of opinion in the Dominion itself is that the

trade cannot be resumed for four or five years at least, if then. The reasons are not far to seek. Canadian shippers—many of them—have lost money in previous years in this business and would hesitate to resume it. Then there is a great and unprecedented shortage of cattle on the North American Continent. Prices in Chicago have risen to such an extent that the United States import duty—the imposition of which a few years ago gave a new and vigorous lease of life to the successful agitation in favour of the removal of the British embargo on the imports of Canadian store cattle—can still be paid and the shippers realize a handsome profit.

The trade in store cattle in Scotland has undergone a definite alteration. There have been adequate supplies from Ireland, and with a progressive increase in the acreage under grass in this country resulting in more cattle being grazed during the summer, the number available for winter feeding have been larger than usual. The effect has been intensified by the short supply of winter feed for cattle consequent on the very wet season and bad harvest. The general result is visible in the important reductions in the prices of store cattle, the best class of bullocks having fallen in value to the extent of 5s. to 7s. per live hundredweight, but for the smaller classes of cattle for wintering or for long keep the reduction has not been so great. The fall in prices has entailed a serious loss on cattle grazing, but the margin between the prices of fat cattle and store (feeder) cattle was too great, and this adjustment had to come sooner or later.

The immediate future of the live stock trade is more promising than it has been for some time. Stock feeders have at last been able to get the price of their raw material—store stock—down to a level at which there is a reasonable margin for profitable working. The supply of winter feed is much smaller than a year ago, and for this reason fewer cattle will be fattened, and prices may be expected to rise gradually to a higher level in a ready market. If so, stock feeders will have a profitable season and will be able to recoup themselves to some extent for the consistent losses they have suffered in recent years.

The general outlook for the live stock trade in this country is more hopeful. Supplies of frozen mutton and lamb from Australia and New Zealand are expected, owing to drought, to be shorter than usual, with a consequent larger market for the home product. Last year witnessed the termination of the frozen meat war between the large Argentine shippers, and it is expected that shipments will be better regulated and a steadier level of prices secured. All these factors point to a better stabilization of supplies and prices, and a levelling up of values here to a basis more in accord with the general world level for meat prices.

LEATHER

In the last three months of the year the leather and hide trades in this country were more active than for many years. Prices of hides, home and imported, have advanced very rapidly, until South American Frigorific hides, which are one of the main sources of supply for British tanners, are quoted at 28 cents (Canadian) as against 16 cents, the price ruling before the sharp advance began. Prices have advanced in a similar degree for British market hides and for the main tanning materials. The advance was not caused by any increased demand, but by a shortage of supplies, due particularly to the gradual consumption of supplies accumulated over several years of bad trade. These accumulations have now entirely disappeared, and the trades which use leather as a raw material are depending entirely on current production. In addition, Russia has come back into the market as a consumer. These factors have created a very strong position. In a market like the present, it is difficult to forecast future developments, but there is no present sign of weakness, and if specu-

lation is avoided the market will in all probability adjust itself to a new level of values. If, however, there is any widespread attempt to speculate or cover too far ahead of requirements, there will be something in the nature of a boom followed by the inevitable sharp reaction.

A table is attached showing the price of South American frigorific ox hides and British market hides in the different months of the year 1927.

British Market Hides

(Prices in cents)

	Ox	Ox	Cows	South American Frigorific Ox Hides	
	70-79	50-59	50-59	Bulls	La Plata
January	15	13½	13	11½	18½
February	15¼	14½	13¾	11½	17½
March	14½	13½	13	10½	17½
April	14¾	13¾	13	10	17¾
May	15¾	14½	13½	10	18
June	16½	15	14½	10¾	18½
July	16½	15	15	11	20¾
August	18½	16½	16	12½	19¾
September	18½	17	16½	13	22
October	20	18½	17½	14¾	22½
November	19¾	18½	17½	15½	25½
December	20	19¾	18½	16½	28

MOVEMENT OF LEATHER PRICES

In the same way, a particular type of medium-class tannage in bends, bellies, and shoulders is taken as an example, and the prices during four different periods of 1927 are shown. There are, of course, some tannages which have moved to a greater or less extent, but the example taken is fairly typical, and to make the comparison more interesting the price of the same article or a similar article in 1914 is also given.

Sole Leather

(Prices in cents)

Bends	May 1914	Jan. 1927	May-June 1927	Sept. 1927	Dec. 1927
Second, clear, wet-salted, 14-16 lb. . . .	38	48½	39	47½	59
English market hide, 10-12 lb. and 8-10's	41	42	38	48	58
Dry hide No. 3	32	36	33	37	50
Bellies No. 1, medium, English	20¾	20	20	21½	30
Shoulders No. 1, light and medium, Eng.	27	27	26	30	39

WEST OF ENGLAND TIMBER AND BOX SHOOKS TRADE

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, March 23, 1928.—In the West of England Timber Trade Review for 1927, recently published in the *Commercial Intelligence Journal*, it was noted that only a small proportion of the trade is held by Canadian exporters. It is true that Canadian exports into the port of Bristol increased from 6,355 loads in 1926 to 10,349 loads in 1927, but considering the fact that total imports for the later year were 138,846 loads, it is an extremely small proportion. The main reason is that Canada cannot compete with Scandinavia and other continental cheap white woods for the building trade which constitute the bulk of the imports into Bristol. Nevertheless it was pointed out in the report that there was a difference of from 5s. to 10s. (\$1.27 to \$2.43) per standard on shipping rates from Vancouver to London or Liverpool as compared with outports such as Bristol, Cardiff, and Newport. This directly works against the West of England ports.

BRISTOL DOCK RATES

Canadian and United States exporters suffer a disadvantage in rate charges at Avonmouth as compared with Danzig shippers.

A specific instance may be given: Vancouver quotations for Douglas fir, 2 by 3 and 2 by 4, No. 1 common. The cost of Danzig stock c.i.f. Bristol based on a 15-pound per standard price worked out as follows:—

	£	s.	
Danzig stock c.i.f. cost	15	0	(\$73.00)
Bristol quay rates and dues	0	8	(1.94)
Total cost	15	8	(\$74.94)

Quoting a Bristol timber firm of importers, they advise that the cost of Columbian pine c.i.f. Avonmouth based on £14 10s. c.i.f. works out as follows:—

	£	s.	
C.i.f. cost	14	10	(\$70.56)
Quay rates and dues	1	7	(6.56)
Total cost	15	17	(\$77.13)

It should be noted that Avonmouth is seven miles below Bristol docks, and rail charges must be added to deliveries at the port, therefore the total cost landed Bristol would be as follows:—

	£	s.	d.	
Total cost landed Bristol	15	17	0	(\$77.13)
Rail carriage Avonmouth to Bristol	0	8	4	(2.02)
Total	16	5	4	(\$79.15)

The quay rate taken by this Bristol firm of 27s. (\$6.56) only applies if it is necessary to load straight into truck. This is not always possible, and if the goods have to be landed at the quay and subsequently loaded, the quay rate and dues amount to 47s. 7d. (\$11.57) per standard. In this event the cost of the Columbian pine would be approximately £17 6s. 11d. (\$84.41), which definitely places the Canadian wood as non-competitive.

The anomaly of the situation is that the Bristol firm referred to have a London house who will be able to take care of that class of timber at the port of London and yet they cannot touch it at Bristol. The matter is being taken up with the port authorities, and the question of such charges are coming under special consideration with a view to the revision of the schedule.

BRITISH COLUMBIA TIMBER FOR DOCK WORK

An effort is being made at the present time, with the co-operation of the Agent General for British Columbia, to have all the Bristol Channel ports use Douglas fir to replace American pitch pine for heavy harbour work. Through the efforts of the Agent General for British Columbia, the Port of London Authority some time ago were induced to alter the specification for the Tilbury dock extension, and it is on this basis that representations are being made to the Port of Bristol Authority as well as to the Gloucester and Sharpness docks authorities. Similar approaches have been made to the Great Western Railway, who control the docks throughout South Wales, including Cardiff, Newport, Swansea and Barry.

BOX SHOOKS

Canadian box shooks were competitive in the West of England and South Wales up to 1914, but since then a complete change has taken place.

For example: A Canadian firm up to 1900 supplied one of the heaviest English consumers with about 10,000,000 one-cwt. sugar boxes in shooks made on the Scandinavian process. This simply consists of rip sawing with fine circular saws, which remains the Continental method to this day. It is true that on unplanned wood it gives a smoother board, but Canadian firms along

with those of the United States discarded circular saws a quarter of a century ago in favour of band saws. This change permitted of a great saving in timber and was much more efficient in output. In this instance, between 1900 and 1914 another 8,000,000 to 9,000,000 were made by the more modern process and all sawing was done with band saws. Both methods of manufacture were found satisfactory.

During the past two years the West of England market has been thoroughly exploited in an attempt to utilize Canadian box shooks to replace those of Scandinavian and Czecho-Slovakian origin. Only in one instance where veneer sides, top and bottom were specified has Canada been able to compete, and this business was held on a quality rather than a price basis. On the other hand, in all other classes of box shooks it has been found impossible to compete.

AN INTERESTING SPECIFICATION

The following specification together with samples has been recently forwarded to Canada:—

Box No. A

Inside measurement—L $19\frac{1}{16}$ in. by W 15 in. by D 7 in.
 1T.1B.— $20\frac{1}{16}$ in. by $15\frac{1}{2}$ in. by $\frac{3}{8}$ in. in 4 pieces.
 2S— $21\frac{15}{16}$ in. by 7 in. by $\frac{3}{8}$ in. in 1 piece.
 2E—15 in. by 7 in. by $\frac{3}{8}$ in. in 1 piece.
 4 Bars—7 in. by 2 in. by $\frac{1}{2}$ in.

Scandinavian prices were 8 $\frac{3}{4}$ d. (18 cents) per box c.i.f. Bristol, bi-monthly deliveries. Canadian prices were 1s. 0 $\frac{1}{2}$ d. (26 cents) per box. Should other Canadian firms be able to do better, the Trade Commissioner in Bristol would like to hear from them. The samples submitted from Canada have been not as smooth cut as those from Scandinavian sources.

Box No. 1

Inside measurement—L $19\frac{1}{16}$ in. by W 13 in. by D 7 in.
 1T.1B.— $20\frac{1}{16}$ in. by W. $13\frac{1}{2}$ in. by $\frac{3}{8}$ in. in 3 pieces of $4\frac{1}{2}$ in. and/or 2 or 4 in. and 1 of $5\frac{1}{2}$ in.
 2S— $21\frac{15}{16}$ in. by 7 by $\frac{3}{8}$ in. in 1 piece.
 2E—13 in. by 7 in. by $\frac{3}{8}$ in. in 1 piece.
 4 Bars—7 in. by 2 in. by $\frac{1}{2}$ in.

The competitive price from Scandinavian firms c.i.f. Bristol was 8d. per box, as compared with 1s. per box from Canadian sources.

Box No. 1A

Inside measurement—L $19\frac{1}{16}$ in. by 13 in. by D 7 in.
 1T.1B.— $20\frac{1}{16}$ in. by $13\frac{1}{2}$ in. by $\frac{1}{4}$ in. in 3 pieces.
 2S— $21\frac{1}{16}$ in. by 7 in. by $\frac{1}{4}$ in. in 1 piece.
 2E—13 in. by 7 in. by $\frac{3}{8}$ in. in 1 piece.
 4 Bars—7 in. by 2 in. by $\frac{3}{8}$ in.

Interested firms should send samples together with net prices c.i.f. Avonmouth in sterling.

CANADIAN FIRMS COMPETITIVE IN CLOTHES PEG TRADE

After being out of the market for a lengthy period, Canadian supplies of clothes pegs are now competitive; substantial orders have been received and the flow of trade is once again gradually coming to the Dominion. New connections have been established in the Birmingham, West of England and South of Wales areas, and orders are now in hand for all the above districts. The majority of English firms are indifferent as to whether clothes pegs are shipped in wooden boxes or cardboard cartons, but it is to the advantage of Canadian shippers where possible to use cartons as considerable cost is saved both on rail and steamship charges owing to smaller bulk.

CANADIAN-IRISH FREE STATE TRADE IN 1927

TRADE COMMISSIONER F. W. FRASER

Dublin, March 12, 1928.—The volume of trade passing between Canada and the Irish Free State during the year 1927 shows a general improvement as compared with the previous year. Shipments from Canada during the year totalled £1,201,383 in value, which represents a decline from the previous year's figures of about £20,000. Wheat shipments, however, declined by £130,000, and this loss was almost entirely offset by increased shipments of wheat flour, lumber, rubber tires, soap, and other manufactured goods.

Shipments from the Irish Free State to Canada during 1927 amounted in value to £51,816, which represents a decline of £8,000 as compared with 1926. The figures for 1926, however, were swollen by the abnormal number of horses shipped during that year, amounting in value to £15,205 as against £1,930 in 1925 and £2,000 in 1927. Shipments of woollen tissues, principally tweeds, accounted for almost 50 per cent of the total, amounting in 1927 to £25,759 and representing an increase over the previous year of about 50 per cent in value.

Details of the trade between Canada and the Irish Free State are shown in the following table, with comparative figures, where available, for the previous year. It should be noted that these figures represent only the *direct* trading between the two countries, and do not attempt to take into account indirect shipments, which are known to be of substantial volume.

IMPORTS INTO THE IRISH FREE STATE FROM CANADA (DIRECT)

Article	Value, 1926	Value, 1927
Total imports	£1,221,885	£1,201,383
Bacon	768	3,020
Cheese	41,678	3,848
Wheat	583,811	452,986
Barley . . . . .	.....	25,688
Oats	27,955	1,903
Wheaten flour	376,128	433,803
Oat products—Oatmeal	18,305	5,659
Hay and straw	*	1,206
Fruit pulp and juice not liable to duty	4,004	3,410
Confectionery (excluding chocolate confec- tionery)	*	1,785
Other food for human consumption	*	1,709
Manufactures of iron and steel—wire	*	2,080
Agricultural implements . . . . .	.....	1,500
Parts for motor cars	6,673	2,522
Wood and timber—		
Sawn—soft, deals, planks and boards . .	76,690	129,650
Prepared for box-making	*	2,129
Manufactures of wood and timber not else- where specified	23,405	37,741
Apparel	*	2,173
Rubber tires and tubes—outer covers— motor car	7,030	56,718
Rubber tires and tubes—inner tubes	*	8,279
Cardboard and pasteboard in the piece . . .	8,501	5,013
Other manufactures of paper	*	1,523
Soap—toilet (including shaving)	5,604	11,761
Other articles	*	3,495
Parcels post	*	1,782

* Items so marked were included in "Other Articles" in the 1926 figures.

EXPORTS TO CANADA (DIRECT) FROM THE IRISH FREE STATE

Article	Value, 1926	Value, 1927
Total exports	£ 59,817	£ 51,816
Horses	15,205	2,000
Mackerel, pickled	*	100
Biscuits	*	1,161

EXPORTS TO CANADA (DIRECT) FROM THE IRISH FREE STATE—*Concluded*

Article	Value, 1926	Value, 1927
Pulped fruit	*	169
Spirits, home-made	986	1,465
Other beverages	*	491
Wool, sheep's and lambs'	7,978	8,384
Linen piece goods	1,794	1,598
Woollen tissues, all wool	17,867	25,759
Travelling rugs	*	259
Poplin in the piece	*	1,202
Horse hides	*	230
Drugs, medicines, etc.	*	218
Feathers	*	781
Books, etc.	*	204
Briar pipes	1,628	1,254
Goods by parcel post	*	6,099

* Items so marked were shown in "Other Articles" in the 1926 figures.

The following notes are appended dealing with some of the principal commodities, giving countries of origin and such other pertinent information as is available:—

COMMODITIES IMPORTED FROM CANADA

Bacon.—While the Irish Free State is a large producer and exporter of bacon, considerable quantities are also imported. No figures are available showing the total production within the country, but exports in 1927 were 449,376 cwt. and 434,030 cwt. in 1926, amounting in value to £2,264,971 and £2,769,321 respectively, an increase in quantity but a decline in value. Imports during 1927 amounted to 354,341 cwt. valued at £1,651,504, and in 1926 to 417,502 cwt. valued at £2,189,028, a substantial reduction in volume. Of the imports in 1926, valued at £2,189,000, £2,047,000 are credited to Great Britain and £139,000 to Northern Ireland, leaving only £3,000 from other countries. Both American and Canadian bacon are, however, obtainable from almost any provision merchant, and it is thus evident that a considerable proportion shown as coming from Great Britain originates in the United States and Canada. Canada's direct shipments amounted to only 175 cwt. in 1926, and to 670 cwt. in 1927, valued at £768 and £3,020 respectively. While in 1927 the average price paid for imported bacon was 93s. per cwt. c.i.f. Irish port, the average price received by the Irish bacon curer for Irish bacon was 100s. per cwt. f.o.b. sea or land frontier.

Cheese.—Imports of cheese dropped from £150,095 in 1926 to £125,936 in 1927, and at the same time *direct* shipments from Canada declined from £41,678 to £3,848. It would appear that there had been no actual decline in sales of Canadian cheese to this country, but that shipments passed through Great Britain and are shown in the trade returns as emanating from the latter country. Processed cheeses are gradually replacing the old types on the market, and at least two well-known Canadian brands enjoy a wide popularity.

Wheat.—This commodity constitutes one of the largest single items of import, amounted to 6,087,976 cwt. in 1924, 5,278,813 cwt. in 1925 and 5,414,783 cwt. in 1926 and 6,373,136 cwt. in 1927. Figures showing countries of origin for 1927 have not yet been published, but in 1926 wheat was imported from the United States (3,501,000 cwt.), Canada (846,000 cwt.), Australia (227,500 cwt.), Great Britain (260,000 cwt.), Germany (141,000 cwt.), Poland (122,000 cwt.), Belgium (69,000 cwt.), and Morocco (66,000 cwt.). Canada's *direct* wheat shipments have declined from 898,000 cwt. shipped in 1924 (928,560 cwt. in 1925, 846,317 cwt. in 1926) to 722,525 cwt. in 1927.

Barley.—In 1925, due to the short home crop, the Irish Free State imported barley to the value of £447,500 from British India, Chile, and the United States. In 1926 the value of imports was only £46,701, and of exports, £168,065, while in 1927 imports increased to £110,225 and exports dropped to £142,225. Consumption of barley in this country is very heavy in the brewing and to a lesser extent in the distilling industry. Production within the country comes very close to meeting normal requirements, however; the average annual production during the period 1919-23 was 6,778,000 bushels. In 1927 Canada shipped barley to this country for the first time for some years, consignments during that year reaching 53,570 cwt. valued at £25,688.

Oats.—The average production of oats during the years 1919-23 amounted to 41,158,000 bushels, or about 17,895,000 cwt. Exports during 1924 balanced the imports: 517,000 cwt. against 535,000 cwt. In 1927 imports had declined to 115,000 cwt., while exports had increased to 1,427,000 cwt. It will be seen therefore that normally this country produces the bulk of its own oat requirements. Canada shipped in 1927, 5,721 cwt. against 54,382 cwt. in 1926.

Wheaten Flour.—The total value of imports of this commodity in 1927 was £3,084,634, being a slight decline in value as compared with 1926, but an increased quantity. Great Britain is by far the largest supplier, followed by Canada and the United States. Canada's sales were increased substantially in 1927, the figures being £433,803 against £376,128 for 1926.

There is a sufficient number of flour mills in this country to supply roughly 75 per cent of the flour requirements, but it is claimed they are only doing about 50 per cent at present. An application was made about a year ago by the Irish Flour Millers' Association to the Tariff Commission for a duty on imported flour at the rate of 3s. per sack of 280 pounds. A public hearing was held, evidence submitted both for and against, and it is anticipated that a decision will be made within the next few weeks.

Oat Products.—Prior to the imposition of an import tariff on oatmeal, Canada did a good trade with this country in this commodity, shipping in 1924 oat products to the value of £131,073; in 1925, £51,777; and in 1926, £18,305. With the imposition of a tariff amounting to 2s. 6d. per cwt., this trade has declined to negligible proportions, amounting in 1927 to only £5,659.

Timber.—Imports of sawn timber in 1927 totalled £955,135, against £890,076 in 1926. The Baltic countries are the largest suppliers. Canada increased her shipments last year, however, to £129,650, as compared with £76,690 in 1926.

OPPORTUNITIES IN TRINIDAD FOR HARDWARE AND ALLIED LINES

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, March 15, 1928.—Judging by the number of wholesale and retail hardware stores in Port of Spain and San Fernando, the two principal towns of this Colony, there exists an active demand for all kinds of light hardware and allied lines. In Port of Spain there are a number of firms devoted exclusively to the wholesale and retail trade in these products, while a number of the department stores carry completely stocked hardware sections.

Figures of imports of hardware for the year 1927, as compared with 1926, excluding cash registers, machinery, casket hardware, house, office, cabinet or store furniture, spikes, rivets, and wire fencing are as follows:—

Other Kinds—	1926	1927
United Kingdom	£31,260	£45,254
United States	18,129	26,588
Germany	6,679	8,302
Canada	1,830	2,529
Holland	849	825
Other countries	979	899
	£59,726	£84,397

For nails, spikes, rivets and wire fencing the following statistics are available:—

	1926	1927
Canada	£2,623	£2,594
United Kingdom	1,227	2,259
United States . . . . .	....	1,981
Holland	1,879	87
Belgium	664	224
Other countries	307	154
	£6,700	£7,299

In an endeavour to analyze these figures and point out opportunities which exist, providing Canadian manufacturers are in a position to compete in price and quality—always remembering that price in this market is the principal factor—the following notes from a canvass of merchants for information on individual lines are submitted.

Refrigerators.—Both steel and wood refrigerators are seen in the stores, but on account of price the latter has been in greater demand. The steel type, however, is rapidly gaining favour as it is much more suitable to tropical conditions. The sources of supply are Canada and the United States. Most of those of wood have come from the latter country. Retail prices for those of steel range from \$35 to \$100; those of wood sell from \$20 to \$70, depending on the size.

Recently the "Frigidaire" machine has been introduced to the market, but the price and the high cost of electric current strongly militate against sales.

Ice Cream Freezers.—A big demand exists for these, supplied practically all from the United States. The two most popular makes on sale are the "White Mountain" and the "Blizzard." The 4-quart size is the best seller. Prices range from \$5.50 to \$20.

Cooking Utensils.—Aluminum ware is imported principally from the United States, Germany and Canada, although quantities from the latter country are slowly increasing. Orders are placed in the cheapest market. There are many different types of these utensils for various household requirements, so that it is difficult to enumerate the different articles, but the principal sellers are saucepans, pots, coffee percolators, and cocktail shakers.

Ninety per cent of the kitchen enamelware comes from Germany, the balance from England. The demand is decreasing as the aluminum is replacing it. The best sellers are basins, saucepans, and pots.

Tinware is mostly from England. The demand is slowly dying out.

Galvanized Buckets or Pails and Tubs.—In steady demand. By far the larger number come from England, although a small quantity arrive from Canada. Sizes run from 10 inches to 15 inches, and retail from 24 cents to 60 cents, according to size. Prices quoted by manufacturers are from \$3/32 pounds per dozen to \$14.50/60 pounds per dozen.

Tubs are imported from England in sizes from 12 inches to 36 inches in diameter. Retail prices are from 24 cents to 60 cents and demand fair.

Stoves.—Oil and wood fuel stoves are sold, but principally the former. Most of the domestic cooking is done on what is known as a coal-pot, so that

the demand for either of the two types of stoves mentioned is limited to the upper classes. The "New Perfection" oil stove, one and two burners, manufactured in the United States, is the best seller. A two-burner complete with oven retails at \$28, one-burner at \$21.

Wood stoves are imported from Scotland in four sizes costing from \$18 to \$32. These are the square box type of plain iron which have a heavy and clumsy appearance. Very few are in use.

Axes.—The most popular type sold in this market is the Yankee pattern known as the "Roma." Sizes run from 3 to 5 pounds with the 4-pound size as standard. The principal sources of supply are England, United States and Canada. "Collins" from the United States and "Brads" from England are makes well known to the market. The demand is good and retail prices are around 30 cents a pound.

Garden Tools.—Rakes, hoes, spades, and the like are imported in fairly large quantities, principally from the United Kingdom. The demand for rakes is small; for hoes it is large, as is also the case for spades.

Lawn Mowers.—Great Britain, the United States, and Canada are sources of supply and the demand is very good. Prices run from \$11 to \$16. One firm sells on an average of two a month. The "Delta" is the popular United States make, which sells at \$10, while those of United Kingdom manufacture retail for \$12.

Garden Hose.—This is imported from the United States, Canada and Great Britain in sizes from $\frac{5}{8}$ to $\frac{3}{4}$ -inch and over. The best sellers are said to be the $\frac{1}{2}$ -inch size at 16 cents per foot and $\frac{5}{8}$ -inch at 18 cents. The demand is good, particularly in the dry season which lasts from January to May.

Step Ladders.—Mostly supplied from Canada, but ladders of local manufacture are now on sale. The demand is fair for sizes up to 12 feet.

Clothes Wringers and Washing Machines.—There is no market for either of these lines due to cheap and plentiful labour and also methods of washing.

Water Coolers are practically all imported from the United States, in 1 to 10 gallons capacity. These are cork insulated, some with enamelled interiors, others galvanized. The demand is good.

Bath Tubs, etc., of enamelled iron, vitreous material, and galvanized sheet iron, the latter principally of the portable type, all come from the United Kingdom. There is a good demand.

Kitchen Sinks in galvanized iron, plain iron and enamelled are imported from Canada and the United Kingdom. Kitchens are usually located in out-houses entirely separated from the living quarters, and are in many instances equipped with built-in sinks of concrete. The demand for this line is therefore limited.

Water Taps and Faucets.—These are imported almost entirely from England. The demand is good and the quantities sold fairly large. Retail prices are from \$1 to \$2. The type seen appears to be clumsy and not nearly as efficient as those made and in general use in Canada.

Brooms.—Straw or corn brooms all come from Canada and sell well, particularly the two-strand. A cheap article is desired. Hair brooms or floor brushes and the like are from Canada and Great Britain. The demand for this type is not large. Prices are from \$1.20 to \$3. Bass brooms come from the United Kingdom principally. They are big sellers. Prices run from 36 cents to \$1.20.

Paint Brushes.—The bulk of these come from Canada, one well-known Canadian make having the largest sales. Small shipments are received from

England, while a number of cheap German makes are to be found on the market. The demand is good. All qualities and sizes are sold; prices range from 12 cents to \$3.

Lamps and Lanterns.—"Dietz" lanterns manufactured in the United States have the largest sale, although one well-known Canadian make is seen, but in limited quantities. The demand for lanterns is large. The "Coleman" gasoline vapour lamp made in Canada is proving very popular and there appears to be a growing demand.

Chicken Wire is mostly imported from the United Kingdom in $\frac{1}{2}$ -inch and 2-inch mesh, and from 2 feet to 6 feet in width. The demand is good.

Shovels and Spades.—Canada and Great Britain are the chief sources of supply. Two types are in use: square and round with "D" or "V" shape handles, but the "D" shape is more popular. One well-known Canadian make is considered to be highly suitable to local requirements and is specified in Government purchases. The demand is good, with retail prices ranging from \$1.08 to \$1.50. Spades also come from Canada in one size only and sell for \$1.20.

Nails.—At the present time due to price these are supplied almost exclusively by Canadian manufacturers.

Bolts and Nuts.—England and Continental countries are the principal suppliers. Machine bolts and some carriage bolts are Whitworth standard, but the common bolts are U.S.S. The demand is good. Nuts are packed in cotton bags. Canadian nuts and bolts are considered too high in price.

Anvils and Forges.—These are in very small demand, and come mostly from England. They are sold at 15 cents per pound. Forges are from the United States, the "Buffalo" brand being practically the only one known to the market. These sell at \$15 up. The demand is not large.

Rope.—Canada and the United Kingdom supply the market, principally the former country. The demand is very good for manilla and sisal rope, which retails at 20 cents per pound and up, according to size.

Chains.—The demand is small. They are imported in varying sizes and lengths for all purposes from marine to transportation.

Pipe and Tubing.—The greater portion comes from England, although small shipments are received from Canada. Both cast iron pipe for drain purposes, and galvanized pipe and tubing sell well. All sizes of galvanized pipes are imported and prices run from $\frac{1}{2}$ -inch at 6 cents per foot up to 2 inches at 26 cents.

Tools.—There is always a good demand for carpenters' tools, which are from the United States, the well-known "Stanley" make being sold in all the shops. Augers, bits, braces and hammers come from England, while the cheaper brands, particularly screwdrivers, are imported from Germany. These are considered excellent value for the money.

Spanners and Wrenches.—Formerly United States spanners and wrenches sold well in this market, but at present English makes are in favour. All sizes are sold, including the large Stillson wrenches which are used in the oilfields. Small monkey wrenches also meet with fair sales.

Hinges.—"T" hinges are in big demand, both light and heavy. England supplies most of these.

Cattle Chains.—For these the demand is fair, in lengths from 20 to 40 feet. English makers supply the larger portion.

Oakum.—Imported chiefly from the United States. While the demand is good, it has of late dropped considerably.

Cotton Waste is almost all imported from the United Kingdom. The demand is good, and it is packed in bales of 300 cwt. (1 cwt.=112 pounds).

UNITED STATES WHEAT STOCKS

Mr. Frederick Hudd, Canadian Trade Commissioner in New York, writes under date March 30, 1928, that wheat stocks on farms in the United States on March 1 totalled 130,007,000 bushels, representing 14·9 per cent of the previous crop, as compared with the 1927 figure of 15·7 per cent or 130,230,000 bushels and 17 per cent for the past ten-year average, according to the latest report of the Crop Reporting Board of the United States Department of Agriculture.

Corn totalling 1,020,335,000 bushels or 36·6 per cent of the previous crop, was on farms March 1, the Board announces. The merchantable proportion of the 1927 corn crop is placed at 73·4 per cent, compared with 71·1 per cent of the 1926 crop.

NETHERLANDS CANNED FISH MARKET

TRADE COMMISSIONER J. C. MACGILLIVRAY

Rotterdam, March 21, 1928.—Despite its comparatively small population, and the fact that it is itself a maritime and consequently a fish-producing country, Holland imports annually substantial quantities of canned fish and particularly those which it does not itself produce, such as salmon, sardines, pilchards and lobsters. The Dutch are fish-eaters and the per capita consumption is large.

The trade statistics of the country do not classify canned fish under separate headings and consequently it is very difficult to arrive at any reliable estimate of their value. While Canadian and American salmon are imported direct, imports are also made via England, which do not show in the figures of the countries of origin. Siberian salmon is also imported from the United Kingdom, Portuguese sardines from Belgium, and conversely sardines and other fish are imported direct from producing countries, only to be re-exported to the Dutch Colonies.

The trade is shared by producers in Canada, the United States, Norway, France, Portugal, and Siberia, and conservative estimates of its value place it well above the half million dollar mark.

CANNED SALMON

Up to date the market for canned salmon has been divided between canners in Canada and the United States, with the latter securing more than half of the business. According to the trade returns of the two countries, exports to the Netherlands during the past four years have been as follows:—

	1924	1925	1926	1927
From Canada	\$42,838	\$93,766	\$ 62,529	\$ 85,409
From United States	89,085	93,283	102,666	114,470

Imports of British Columbia salmon from England would slightly increase the Canadian totals. These figures are in all cases for the fiscal years which in Canada ends on March 31 and in the United States on June 30, and while there has been an upward movement since 1924, this will undoubtedly show a check when returns for 1928 are available. This will be due not only to the short pack of 1927, but also to oncoming Siberian competition, which is now making itself felt after having almost entirely overlooked the Dutch market since the inception of the industry.

At the present time importers are being offered Siberian salmon for prompt shipment from stocks held in London, terms net cash, c.i.f. Amsterdam or Rotterdam, as follows:—

1st quality red—	Labelled	Unlabelled
Per case of 48/1 flats	60s. 0d.	58s. 0d.
96/½ flats	69s. 0d.	66s. 6d.
2nd quality red—		
Per case of 48/1 flats	55s. 0d.	53s. 0d.
96/½ flats	63s. 6d.	61s. 0d.
Silver salmon—		
Per case of 48/1 flats	45s. 6d.	43s. 6d.
96/½ flats	55s. 6d.	53s. 0d.
Medium red—		
Per case of 48/1 talls	44s. 6d.	....

One lot of second quality Siberian red salmon in ½ flats is also reported to have been offered as low as 42 shillings c.i.f. Dutch ports, including a 10 per cent commission for the distributor.

Reports indicate that this newcomer is being well taken up and that the quality is suited to the Dutch taste. As regards quality, Canadian Sockeye is liked in Holland but price considerations make the greatest demands for pinks. As a compromise, considerable business is done in Alaska Reds and the Kamchatka Red is also being taken up.

Canadian canned salmon is well distributed throughout Holland and is commonly seen on retailers' shelves in all parts of the country. The market must, however, be carefully watched if imports are not to diminish seriously.

While Holland imports canned salmon, it also produces substantial quantities of fresh salmon in the lower reaches of the Rhine. Although this is expensive and costs the final consumer in the neighbourhood of \$1 per fillet, it is to a certain extent utilized where the canned article might be.

CANNED LOBSTERS

An import duty of 20 per cent ad valorem coupled with the high cost restricts the sale of canned lobsters in the Netherlands. They are used principally as an *hors d'œuvre* in the better-class restaurants and hotels. The bulk of the business done is in one well-known brand which is imported from Liverpool. As orders are never of great magnitude, many importers consider this method more satisfactory than direct dealing with Canada owing to the promptitude with which deliveries can be made. The brand in question is well known, of first quality, and carries with it a money-back guarantee.

As is the case elsewhere, Japanese crabs have invaded the Dutch market and have successfully diverted numbers of former consumers of lobsters. At the present time these are being offered for prompt delivery from London at 80 shillings per case of halves. Crabs are also being advertised to a certain extent, which is not the case with lobsters. Retailers are being supplied with calendars, display cards and other similar material.

OTHER CANNED FISH

Canadian sardines have been introduced into the Dutch market and have made a good start. The price is highly competitive, but if they are to keep their place attention must be given to quality. The Portuguese and French packs are the most popular here, with the Norwegian following at a considerable distance. The lowest-priced Portuguese product put up in small tins can be purchased for 15 shillings a case c.i.f. As Belgium is a better market for this class of fish than Holland and stocks are carried in Antwerp, it is not uncommon for Dutch orders to be filled from that point which again assures prompt deliveries.

Another canned fish which must be regarded as a competitor of both sardines and salmon and whose sales have expanded considerably in Holland, is the Californian pilchard. This has been the subject of considerable price-cutting of late, and whereas c.i.f. offers were as low as \$4.15 a case a few weeks ago, cables have more recently been received with c.i.f. offers for March and April shipment up to 1,000 cases at \$3.95 per case.

In addition to the products enumerated in the foregoing paragraphs, small quantities of canned herrings and mackerel and other fish are sold in Holland. The volume, however, is negligible and they are of little interest to Canada.

THE ITALIAN SITUATION

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, March 12, 1928.—Manifestations of satisfaction from all categories of producers greeted the announcement of the legal stabilization of the lira. All the details of the stabilization plan have now been carefully scrutinized, and the verdict is that the arduous operation has been carried out with skill and care. An atmosphere of confidence pervades business circles. This is the situation at the outset of 1928—a situation quite different from that prevailing in the corresponding period of 1927, when the reaction of currency deflation on industry and agriculture was the occasion of an economic crisis which, aggravated by the general depression of the European markets, was felt so acutely in the course of 1927. This crisis cannot be said to be entirely over yet, but, as has been said, there is a feeling of confidence.

MANUFACTURING INDUSTRIES

In manufacturing industries the tendency in Italy, as in some other countries, is towards amalgamation and rationalization. To facilitate this process, the Government has relieved companies desirous of amalgamating from the heavy proportional tax heretofore levied on such transactions. Until June 30, 1929, company amalgamation deeds will be registered at a fixed charge of 10 lire. This privilege is extended to co-operative societies. The chemical industries have set the example of an important merger, and the next few months are likely to see their example followed in many branches of industry, more especially by the electrical, metal, engineering, shipbuilding, and the textile trades. Decisions to that effect have already been taken at the meetings of several important companies.

A notable event in the industrial world has been the signing, after lengthy negotiations, of the national agreement regulating the conditions of work of 500,000 men in the metal and engineering trades. The workers were represented by the National Confederation of Fascist Syndicates, the employers by the General Fascist Confederation of Industries, and the Minister of Guilds presided. The agreement provides for an eight-hour day and forty-eight hour week, as for work requiring a seven-day week, 144 hours distributed over three weeks of fifty-six, forty-eight, and forty hours respectively. Overtime must not be worked continuously. Wage reduction may in no case exceed a total of 20 per cent of the scale in the last quarter of 1926—when the lira stood at an average of 25.93 to the dollar—this being taken as the basis in fixing the new rates.

UNEMPLOYMENT

The figure for unemployment in December—the latest available—stood at 414,283, the highest since December, 1922, when it stood at 541,775. Agriculture and the building trades account for more than half the total. The recent

measures granting twenty-five years' tax exemption to new buildings, and the comparatively easy conditions now prevailing in the money market, taken in conjunction with the extensive road improvement program entrusted to the recently established Autonomous Road Corporation, are expected to stimulate activity in the construction trade. Apart from seasonal unemployment, agriculture is still suffering from the poor harvests and price deflation of 1927.

PROMOTION OF AGRICULTURE

Government policy, mindful of the importance of the economic balance as between the farm and the factory, is directed toward the promotion of agriculture. Land reclamation is an important plank in its platform. Measures have already been taken for reclaiming 1,750,000 acres, and as means allow the effort will be extended to all lands susceptible of improvement. The State assists this effort by contributing to the payment of interest on capital loaned, mostly in the form of bond issues, for financing such works. A decision taken by the Council of Ministers, on February 24, fixed this contribution at 3.50 per cent for loans raised for land reclamation in the Venetian provinces of Ferrara and Rovigo, where intensive farming on small units worked by a fixed farming population will replace the extensive agriculture hitherto carried on by wage labourers, a class among whom unemployment is always prevalent.

While these several efforts in industry and agriculture may be expected to result in a permanent improvement of the economic situation, the best hopes for prompt recovery from depression are based on the greater price stability now prevailing, and on the progress made in adjusting production costs to new values.

STOCK EXCHANGE

The stock exchange reflects the brighter outlook. Both industrial and Government securities are in demand, with prices rising steadily since November. The security index number stood at 114.07 (100: December, 1922) on November 30, at 124.09 on December 31, and 129.29 on January 31.

STABILIZATION POLICY

The introduction of the bill for enacting the stabilization decree of December last afforded the Finance Minister, on February 17, the opportunity for a comprehensive survey of the financial situation, in the course of which he examined the new position now occupied by the Bank of Italy as controller of the currency and of credit. Under the Act, the reserves of the Bank of Issue are required to afford a 40 per cent cover—it now stands at 57.34 per cent—not only to the note circulation, but to all its sight liabilities, hence its need to exercise a strict supervision over the whole credit organization of the country for, as the Minister stated, all unsound credit operations put pressure in the last resort on the Central Bank. This need was foreseen and provided for by the decree of August, 1926, which vested in the Bank of Italy supervisory powers over the operations of commercial banks. It will exercise its control of credit not only through the bank rate, but also by prudent action on the exchange market and on that for Government securities. The Finance Minister emphasized the independent position of the bank, now freed from all undue dependence on the Treasury by the funding of the floating debt and the settlement of the note issue on state account. Henceforward it will be guided in the control of currency, of credit and of exchange, solely by technical and economic considerations. Referring to the bank's future gold policy, the Minister said: "The Decree of December 21, 1927, intentionally leaves the Bank of Italy free in the formation of its reserves to determine the ratio of bullion to gold exchange values. The present position on the international gold

market is so delicate, the price level in the several countries so sensitive to gold movements, that in this matter it is wiser to trust to the experience and foresight of the men who govern the Bank of Issue rather than to lay down rigid legal requirements."

Under the gold exchange régime the duty of keeping the quotations of the lira within the gold export and import points (19·10 and 18·90 lire) now devolves on the Bank of Issue. A decree, dated February 2, required the Bank to give gold for notes whenever the lira exchange rate reaches 19·10 to the dollar, and to give notes for gold whenever the exchange stands at 18·90 to the dollar. The enacted regulations as state above differ from those in force in other countries. They are called for by the special characteristics of the gold exchange system adopted by Italy. The margin of elasticity which the Bank of Italy needs in regulating the exchange of notes for gold and gold for notes requires a margin of fluctuation in exchange rates, which without affecting the stability of foreign quotations will free the lira from the danger of becoming a pawn on the chessboard of international speculation. Otherwise this latter could count on the lira to provide a counter item, at a fixed rate of exchange, to its operations. By adopting this regulation the danger of an excessive influx of gold which might lead to note expansion is also avoided.

PATENT LEATHER FOR SHOES IN ITALY

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, March 2, 1928.—Recent investigations conducted by this office regarding the market for patent leather in Italy disclosed the fact that the Canadian product, provided it is of good quality and its prices are competitive, could secure for itself a reasonable share of the Italian trade.

Previous to the war, Germany and the United States, followed by France and other countries to a relatively small extent, supplied Italy with its requirements in patent leather. After the war, Germany captured the major portion of the Italian trade, but the United States gradually regained the ground lost, with the result that at the present time Italy's imports of patent leather are almost evenly divided between Germany and the United States, France's contribution still being very small.

According to reliable sources—detailed figures are not given in the Italian official statistics—Italy's consumption of patent leather in 1927 amounted to approximately 10,000,000 square feet. While one-fifth of this total was of local origin, four-fifths were contributed by Germany, the United States, France, and other countries. Imports from France amounted to 200,000 square feet; this from Germany and the United States together, 7,600,000 square feet. Italy's production of patent leather for shoe work amounted in 1927 to 2,000,000 square feet, but it should be mentioned that good results from the point of view of quality have not so far been achieved by the local manufacturers. It is stated that the Italian requirements of patent leather from foreign sources for 1928 will not be less than for 1927, although the shoe industry, like other branches of industrial activity, will be passing through a period of readjustment of prices to prevailing conditions.

According to leading Milan importers of patent leather, the demand in Italy is for a second- or third-grade product, calf or split cow, in the plain and in the fancy styles, in black and other well-known colours, and in accordance with the following descriptions: *Calf*—CLM 6/9; DLM 9/12; CM 6/9; DM 9/12. *Split Cow*—CLM 6/9; DLM 9/12; CM 6/9; DM 9/12. It will be noticed from the foregoing that the prevailing sizes in request are from 6 to 9, and from 9 to 12 square feet, while grades C and D in the heavy medium, medium and light medium are desired.

SAMPLES

Snips of patent leather are not sufficient, as it is impossible for local consumers to judge of quality before it is employed in the finished product. A whole hide is required, and Italian buyers are not willing to consider any offer unless they can form an adequate opinion as to the quality of the leather so offered.

PRICES

Patent leather of American origin, in the types above described, transportation costs and customs duties being included, sells in Italy at from 50 to 60 cents (Canadian currency) per square foot, and German leather at from 55 to 65 cents per square foot, while the Italian product sells at from 46 to 58 cents. Quotations on Canadian patent leather must be c.i.f. Genoa.

CUSTOMS DUTIES

Patent leather entering Italy comes under tariff item No. 809B-2b, and it is dutiable at 488.4 gold lire per quintal (220 pounds), or approximately \$25 in Canadian currency.

TRADE CONDITIONS IN CHINA

T. A. SEE, OFFICE OF THE TRADE COMMISSIONER

Shanghai, March 7, 1928.—In spite of the unsatisfactory political and trade conditions which prevailed through China during 1927, caused by the fighting between the North and South, as well as by the boycotting of British and Japanese goods, Shanghai merchants were able to tide over the Chinese New Year settlement period, thanks to the assistance of the foreign and Chinese banks, which extended their drafts and credits.

It was generally hoped that conditions would greatly improve after the Chinese New Year. So far, no appreciable improvement in trade has resulted, but nevertheless better times appear to be in sight. Many orders have been placed with the foreign firms for general merchandise, piece goods, tinned provisions, and hardware, but only sufficiently large to meet local demands as well as the requirements of the more peaceful territory round about and near to Shanghai.

Some of the main causes of the present trade stagnancy are the difficulty in securing good interior transportation; inadequate protection of goods in transit; illegal taxes on goods levied by the different militarists; and depreciated paper money instead of silver. With the aforementioned disadvantages facing the merchants, it can well be understood that they prefer to wait for better conditions instead of trading against such odds.

With regard to wheat and flour, the mills in this territory are only able to secure from the interior provinces enough wheat to supply flour for local demands, and as it is impossible to supply consumers in the interior, owing to the aforementioned difficulties, they also are operating on a much smaller scale than usual. This naturally has opened an avenue for American and Canadian flour, in which some activity is reported.

Within the last two weeks there has been a sudden demand for all kinds of raw hides and for Chinese manufactured leather. So great has been the demand that prices have gone up 30 per cent and practically all stocks have been bought up by European purchasers. This no doubt is on account of a shortness of this commodity in the producing centres of Europe, especially Russia.

Trade along the Yangtsze Valley has shown no great improvement, which is also due to the above-mentioned reasons.

The situation in the Northern Provinces is not considered very promising, owing to the fact that the Southern armies have begun to push north, with Peking as their objective.

South China seems to have taken a change for the good, and it is hoped that the exchange visits of General Li Chi Hsin, Head of the Canton Provincial Government, and Sir Cecil Clementi, Governor of Hong Kong, last week, may help to pave the way for closer and more friendly relations, not only between Hong Kong and Canton, but with Great Britain and the whole of China.

CHILEAN CONSULAR FEES

Francisco J. de Lima, Consul of Chile in Montreal, has sent the Department of Trade and Commerce some new information concerning Chilean consular fees and procedure to be followed in preparing consular documents for shipments going to that market.

The basic consular fees are \$5 for the first \$200 and 2 per cent on any excess. On invoices between \$10 and \$20, the fee is \$2; under \$10, no fee. These fees have been increased as from March 1, 1928, by 10 per cent, and there is also a 5 per cent addition. Following is an illustration of the working out of the new rates on an invoice of \$250:—

Fee for \$200	\$5 00
2 per cent on \$50	1 00
	<hr/>
Increased 10 per cent	\$6 00
	60
	<hr/>
Increased 5 per cent	\$6 60
	35
	<hr/>
	\$6 95

Each set of consular invoices consists of five copies and the necessary bills of lading. Extra copies are \$2 each. Two copies are returned to the shipping company and three retained by the consul. To the original, consular stamps are attached and cancelled by the consul, and it is given to the shipper to be forwarded by the same boat so that the recipient of the goods may release the shipment by presenting this copy at destination.

Forms for consular invoices may be obtained at every Chilean Consulate. All consular invoices for shipment to Chile must be made out on these forms and in the Spanish language; the forms are printed in Spanish and in English. On each one the shipping company signs a declaration in Spanish:—

“Declaramos que en cuanto el peso, valor y contenido en esta factura expresan fielmente los de las mercancías embarcadas.”

Company's name
Name of official signing
Official position

Which means:—

“We declare that the weight, value and contents of this invoice express faithfully those of the merchandise shipped.” If the company shipping is an individual only, the word “Declaro” is substituted for “Declaramos”.

MARKING OF EGGS ENTERING GREAT BRITAIN

With reference to the article in *Commercial Intelligence Journal* No. 1244 (December 3, 1927, page 782) respecting a proposal for marking of eggs imported into the United Kingdom, which resulted in a negative recommendation, the matter is to be further investigated. It is now announced that a further application has been made for an Order in Council under the Merchandise Marks Act to require the marking of imported eggs in shell and receptacles containing dried eggs. This application has been referred for inquiry to the Standing Committee set up under the Act by the Minister of Agriculture and Fisheries, the Secretary of State for the Home Department, and the Secretary of State for Scotland, acting jointly.

While the committee in every case referred to them must consider whether the goods should bear the indication of origin at the time of sale or exposure for sale, they may also, at their discretion, consider and report whether such goods should bear an indication of origin at the time of importation.

GERMAN MARKING REGULATIONS FOR FOOD PRODUCTS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, March 15, 1928.—With further reference to the notices published on page 652 of *Commercial Intelligence Journal* No. 1240 (November 5, 1927) and on page 35 of *Commercial Intelligence Journal* No. 1249 (January 7, 1927), correspondence has passed between the Association of Hamburg Importers and the German Food Ministry regarding the regulations for the compulsory external marking of certain food products, as provided for in the German Government decree of September 29, 1927.

The Association of Hamburg Importers raised the question as to whether the free port of Hamburg was subject to the provisions of the new regulations, and also what should be the usual trade designations in the German language of such products as "Corned Beef" and "Tomato Catchup." The following is a translation of the reply of the German Food Ministry to these inquiries:—

With reference to your letter of February 2, 1928, I have the honour to inform you that the stipulations of the regulations with regard to the external marking of food products, dated September 29, 1927, only applies to goods which are put on the market within the customs territory. These regulations do not apply to food products which are in the free harbour area or are stored in customs areas not belonging to the territory of the Reich.

With regard to the inquiry of January 3, 1928, unless the courts and administrative bodies entrusted with the interpretation of the laws and regulations should rule otherwise, the following decisions may be given.

According to section 2 of the regulations regarding the external marking of food products, dated September 29, 1927, the contents of goods, which are subject to the aforesaid regulations, must be given in the German language according to the usual trade designation. For the marking of goods of foreign origin the description in a foreign language will only suffice, so far as these stipulations are concerned, if these have been so introduced into the German colloquial language that they are not only recognized by trade circles, but also among consumers and if the real technical translation in German, as for instance of "Corned Beef", would not literally describe the particular kind of goods. It must, however, be pointed out that such cases can only be looked upon as exceptions and that the inscription "Catchup", for instance, according to our opinion, would not be sufficient to conform to these regulations.

A description in the German language cannot be substituted by pictures of the fruits in the containers.

The determining of the German translation of foreign products is not a matter for the legislators, but must be left to those who put the goods on the market.

An extension of the transition period for the coming into effect of the regulations regarding the external marking of provisions in the case of goods not mentioned in section 1

of the regulations of July 13, 1923, and of provisions imported from abroad only comes into question for sardines and the necessary draft amendment will shortly be laid before the legislative bodies.

It will be noted from the last paragraph that a new decree is being drafted, which will postpone the putting into force of the marking regulations as regards foreign sardines, but not for other foreign food products. It is understood that the application of the regulations to sardines will be postponed until January 1, 1929.

[A cable received from Mr. Wilgress states that the enforcement of the marking regulations for certain food products have been postponed until July 1, 1928.]

MARKING REGULATIONS AT SOUTH AFRICAN HARBOURS

Certain regulations regarding the marking of packages, writes Mr. C. S. Bissett, Assistant Trade Commissioner at Cape Town, are enforced at South African harbours.

(1) The Administration will not be liable for any loss, delay or non-delivery of goods occasioned by insufficient or erroneous marking.

(2) When goods are insufficiently or erroneously marked, the Administration, notwithstanding that all dues and charges have been deposited or paid, may require from any person claiming such goods a special release order signed by the ship's agents, or an indemnification against any loss or damage the Administration may sustain by reason of the delivery to such person. The ordinary rent shall be charged against all such goods remaining on the Administration's premises in consequence of such insufficient or erroneous marking.

Weight of Certain Packages to be Marked Thereon.—All packages exceeding 4,000 pounds in weight must have the actual weight thereof legibly painted on the outside of the package in close proximity to the shipping mark. If this condition is not complied with the package may be weighed by the Administration, and all expenses of weighing, extra handling, cartage to and from the weigh-bridge, and the like, shall be charged to the consignee and may be forthwith recovered from him.

Incorrect Weight.—Should either weight or measurement appear to be incorrectly stated on an order or warrant, the Administration may test the same, and if found incorrect the cost of weighing or measuring, or both, with a minimum charge of two shillings and sixpence must be paid by the consignee or shipper, as the case may be, in addition to any penalty to which he may be liable.

Documents Produced.—Bills of lading, freight notes, invoices and other documents shall be available and must be produced to the Administration in respect to all cargo landed at a harbour, as and when required by the Administration.

Bills of Lading.—Bills of lading shall be produced for all cargo landed or to be landed before orders can be accepted or delivery made of any portion thereof, and no bills of lading will be accepted on which the authority from the shipper to the holder is not deduced by a complete and accurate chain of endorsement, and every bill of lading shall clearly show to whose order the goods are to be delivered. In all cases of informality in bills of lading, application in writing must be made for the goods, stating the circumstances and enclosing any documents which will show the title to the goods. In every case the applicant shall indemnify the Administration against loss or damage, by bond or otherwise, as the Administration may direct.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

285. CHEDDAR CHEESE.—A Belfast firm desire quotations on Canadian cheddar cheese.
286. HONEY.—A Belfast firm desire quotations and samples of Canadian honey (liquid) with a view to agency arrangements for the North of Ireland.
287. HONEY.—Dutch importer in Amsterdam would like to hear from Canadian exporters of honey.
288. CANNED SALMON.—A Belfast firm desire quotations and samples of Canadian canned salmon (tall pinks and flat sockeye).
289. CANNED SALMON.—A Belfast firm desire quotations and samples of Canadian canned salmon (tall pinks and flat sockeye).
290. CANNED SALMON.—Amsterdam importer wishes to establish relations with Canadian exporters of canned salmon.
291. CANNED SALMON AND LOBSTER.—Dutch concern in Amsterdam desires representation of canned salmon and canned lobster packers for the sale of these products in the Dutch East and West Indies only.
292. CANNED SARDINES.—Amsterdam firm would like to hear from Canadian exporters of canned sardines with a view to trading in the Dutch East and West Indies.
293. DRIED APPLES.—Amsterdam firm wish to establish agency relations with Canadian exporters of dried apples for sale in the Dutch markets.
294. SOLID PACK APPLES.—A Belfast firm desire quotations on Canadian solid pack apples.
295. CANNED FRUITS AND VEGETABLES.—A Belfast firm desire quotations on canned fruits and vegetables from Canada.
296. ROLLED OATS.—A Belfast firm desire quotations for Canadian rolled oats.
297. ROLLED OATS.—A Belfast firm desire samples and quotations from Canadian millers for rolled oats (mill brands only desired).
298. FLOUR.—Amsterdam firm are desirous of getting in touch with Canadian flour mills in order to look after their interests in the Dutch East and West Indies.
299. FLOUR.—A Belfast firm desire quotations from Canada from millers of winter wheat flour.
300. WHEAT; OATS; BARLEY.—Dutch firm in Rotterdam desire to establish connections with Canadian shippers of wheat oats, and barley.
301. OATS.—A Belfast firm desire quotations from Canada from shippers of oats.

Miscellaneous

302. COTTON DUCK, ETC.—A firm at Copenhagen, Denmark, wish to correspond with Canadian exporters of cotton duck, cotton canvas, proofed canvas, drills, sateens, twill, etc.
303. WOOL WASTE.—A Swiss firm desire to establish relations with Canadian exporters of wool waste.
304. PATENT LEATHER.—A London indent firm ask to be placed in touch with Canadian manufacturers of patent leather for direct export to the Far East.
305. MERCHANTABLE SPRUCE.—A Belfast firm desire quotations from Canadian source of supply for merchantable spruce.
306. LUMBER.—A Swiss importer is desirous of representing Canadian exporters of lumber.
307. ASBESTOS PAPER.—A Liverpool firm of engineers' merchants are interested in receiving offers on asbestos paper suitable for filtration purposes in the chemical trade. Further details obtainable at Department.
308. ASBESTOS.—A Swiss firm desire to act as the agent for Switzerland for Canadian exporters of asbestos.

309. GRAPHITE.—Canadian exporters of graphite are asked to communicate with Swiss importer who desires to have their agency for Switzerland.

310. HIDES AND SKINS.—A firm in Basle, Switzerland, are desirous of hearing from Canadian exporters of hides and skins.

311. WIRE NAILS.—Amsterdam importer wishes to establish relations with Canadian exporters of wire nails for sale in the Dutch East and West Indies.

312. REPRESENTATION IN BOLIVIA.—A commission agent in La Paz, with nineteen years' experience in South American trade and wide connections, willing to travel, and fluent in the Spanish language, desires to represent Canadian export firms in South America in all lines.

313. REPRESENTATION.—A newly established firm in Hamburg, reported to have good connections, are open to introduce products of Canadian exporters to the German market.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING APRIL 2

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 2, 1928. Those for the week ending March 26, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending March 26, 1928	Week Ending April 2, 1928
Austria.	Schilling	.1407	\$.1412	\$.1412
Belgium	Belga	.1390	.1393	.1395
Bulgaria.	Lev	.1930	.0075	.0075
Czecho-Slovakia.	Krone	.....	.0296	.0296
Denmark.	Krone	.2680	.2678	.2678
Finland.	Markka	.0252	.0252	.0252
France.	Franc	.1930	.0393	.0393
Germany	Reichsmark	.2382	.2389	.2389
Great Britain.	£	4.86½	4.8772	4.8749
Greece.	Drachma	.1930	.0132	.0132
Holland	Florin	.4020	.4024	.4025
Hungary	Pengo	.1749	.1750	.1750
Italy	Lira	.0526	.0528	.0527
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2668	.2668
Portugal.	Escudo	1.0805	.0425	.0445
Roumania	Leu	.1930	.0062	.0062
Spain.	Peseta	.1930	.1678	.1680
Sweden	Krona	.2680	.2682	.2683
Switzerland	Franc	.1930	.1925	.1925
United States.	\$	1.0000	.9990	.9992
Argentine Rep.. . . .	Peso (Paper)	.4244	.4280	.4280
Brazil.	Milreis	.5462	.1205	.1206
Chile	Peso	.1217	.1225	.1228
Colombia	Peso	.9733	.9780	.9780
Mexico. . . . .	\$	.4985	.4877	.4880
Peru.	Libra	4.8665	3.9100	3.9100
Venezuela.	Bolivar	.1930	.1928	.1928
Uruguay.	Peso	1.0342	1.0412	1.0312
Cuba.	Peso	1.0000	.9989	.9990
Batavia, Java.	Guilder	.4020	.4020	.4020
China	Tael	.....	.6318	.6318
India	Rupee	.3650	.3675	.3675
Japan	Yen	.4985	.4730	.4785
Siam.	Tical	.3709	.4575	.4575
Singapore, Str. Settlements. . . .	\$	.5678	.5662	.5662
Jamaica	£	4.86½	4.8800	4.8800
Barbados	\$	} 1.0000	1 01—1.02	1.01—1.02
British Guiana.	\$			
Trinidad	\$			
Other British West Indies. . . .	\$			
		1.0000	1.00—1.02½	1.00—1.02½

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Inventor, April 16; Canadian Explorer, April 26—both Canadian National SS.; Marloch, April 12; Marburn, April 19—both Canadian Pacific.
 To CARDIFF AND SWANSEA.—Canadian Hunter, Canadian National SS., April 21.
 To GLASGOW.—Gracia, Anchor-Donaldson, April 13.
 To LIVERPOOL.—Montcalm, April 13; Minnedosa, April 20—both Canadian Pacific.
 To LONDON.—Canadian Inventor, April 16; Canadian Explorer, April 26—both Canadian National SS.; Beaverford, April 14; Beaverburn, April 21—both Canadian Pacific.
 To MANCHESTER.—Manchester Citizen, Furness Line, April 21.
 To SOUTHAMPTON.—Metagama, April 7; Marloch, April 12; Marburn, April 19—all Canadian Pacific.
 To HAMBURG.—Beaverford, Canadian Pacific, April 14.
 To ROTTERDAM.—Tannager, County Line, April 10.
 To COPENHAGEN AND BALTIC PORTS.—Ivar, Scandinavian-American Line, April 20.
 To ITALIAN PORTS.—Valcerusa, Lloyd Mediterraneo Italian Service, April 15.
 To NORWEGIAN PORTS.—Topdalsfjord, Norwegian-American Line, April 16.
 To SOUTH AND WEST AFRICAN PORTS.—Cochrane, Elder Dempster Line, April 15.
 To AUSTRALIAN AND NEW ZEALAND PORTS.—A steamer, New Zealand SS., April 16.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Josey, April 20; Invernia, May 4—both Ocean Dominion; Canadian Carrier, April 21; Canadian Pathfinder, May 5—both Canadian National SS.

From Halifax

To GLASGOW.—Athenia, Anchor-Donaldson, April 15.
 To LIVERPOOL.—Nova Scotia, April 1; Newfoundland, May 5—both Furness, Withy; Andania, Cunard Line, April 9; Regina, April 9; Doric, April 18—both White Star-Dom.
 To LONDON.—Alaunia, Cunard Line, April 9; Albertic, White Star Line, April 16; Comino, Furness, Withy, April 9.
 To MANCHESTER.—Manchester Producer, April 9; Manchester Citizen, April 23—both Furness, Withy.
 To ST. JOHN'S, Nfld.—Nova Scotia, April 1; Newfoundland, May 5—both Furness, Withy; Nerissa, April 10, April 24; Rosaland, April 17, May 1—both Red Cross Line; Sambro, April 14; Farnorth, April 21, May 5—both Farquhar SS.; Magna, Newfoundland-Canada Traders, April 11.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Canadian National SS., April 14.
 To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Otter, Canadian National SS., April 13.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, April 20; Canadian Carrier, May 4—both Canadian National SS.; Adolf Bratt, April 13; Italia, April 27—both Ocean Dominion.
 To AUSTRALIAN PORTS.—Canadian Conqueror, Canadian National SS., April 28.
 To NEW ZEALAND PORTS.—Canadian Challenger, Canadian National SS., April 25.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, April 18; Andalusia, May 2—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, Canadian Pacific, April 26.
 To YOKOHAMA, KOBE, DAIKEN AND SHANGHAI.—Paris Maru, April 24; Africa Maru, April 30—both Osaka Shosen Kaisha.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Teucer, Blue Funnel, April 24.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Can.-Aust. Service, May 2.
 To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—Dewey, American-Australian-Orient Line, April 12.
 To MELBOURNE, SYDNEY AND BRISBANE.—West Carmona, Oceanic and Oriental Navigation Co., April 29.
 To HAVRE, ANTWERP AND BORDEAUX.—A steamer, Cie. Gle. Transatlantique, April 19.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Navigazione Libera Triestina, May 9.
 To HAMBURG, ANTWERP AND BREMEN.—San Francisco, Hamburg-American Line, April 26.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Nichteroy, April 18; Kinderdyk, May 9—both North Pacific Coast Line.
 To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Radnorshire, North Pacific Coast Line, April 21.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

J. H. English, Acting Trade Commissioner. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgess, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Union Buildings, Customs street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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MR. L. M. COSGRAVE'S VISIT TO CANADA

Mr. L. M. Cosgrave, Canadian Trade Commissioner in China, has arrived at Vancouver with the object of making a tour of Canada in the interests of Canadian trade with China, and is expected to reach Ottawa on April 21. Canadian firms who desire to be brought in touch with the Trade Commissioner or to interview him are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

MR. BLEAKNEY'S ITINERARY IN ONTARIO

Mr. A. S. Bleakney, Canadian Trade Commissioner to Brazil, is about to begin his visit to Ontario. The following are the dates of his itinerary:—

Toronto	April 10-24	Sarnia	May 8
Hamilton	April 25-26	London	May 9
St. Catharines-Niagara Falls	April 27	Stratford	May 10
Brantford	April 30	Oshawa	May 11
Galt	May 1	Brockville	May 14
Kitchener	May 3	Gananoque and Kingston	May 15
Guelph	May 4	Ottawa	May 16
Border Cities	May 4		

Canadian firms who desire to be brought in touch with Mr. Bleakney, or to interview him, are requested to communicate, in the case of Toronto, with the Secretary of the Canadian Manufacturers' Association, and in the case of the other cities mentioned in the above itinerary, with the Secretary of the Board of Trade or Chamber of Commerce.

“TARIFF PREFERENCES OF THE BRITISH EMPIRE”

A series of articles which has recently appeared in the *Commercial Intelligence Journal*, outlining in a condensed or summary form the extent of tariff preferences granted to Canadian goods in British countries, has been issued in a pamphlet form. Copies may be obtained by interested Canadian firms on application to the Department of Trade and Commerce, Ottawa.

“TRADE OF THE AFRICAN SUB-CONTINENT”

The series of reports under the above title which has been recently appearing in the *Commercial Intelligence Journal*, by Mr. G. R. Stevens, Canadian Trade Commissioner in South Africa, has been reprinted as a pamphlet and is available for distribution. This pamphlet will be sent free to subscribers to the *Commercial Intelligence Journal*, but only on special application being made to the Department of Trade and Commerce, Ottawa. The price to other than subscribers to the *Commercial Intelligence Journal* is 25 cents.

The countries included in this survey, the majority of which were visited by Mr. Stevens in the course of his investigation, are Southwest Africa, Southern Rhodesia, Northern Rhodesia, Portuguese East Africa, Belgian Congo, Nyassaland, Angola, Tanganyika, Zanzibar, Kenya, and Uganda. There are chapters on Political Conditions and Geographical Divisions; Production and Natural Resources; Communications; Distribution Systems; Customs Tariffs; Documentation; Confirming Houses, Finance and Terms of Payment; Trading Licences; Trade Returns and Trading Conditions; and the Market for Certain Canadian Products. There are a number of illustrations, including a sketch-map, and the report is indexed.

Speaking broadly, Mr. Stevens writes, the entire interior of Africa south of the Equator is a high plateau with comparatively few extreme topographical features. Where the plateaux rise, as in Nyasaland, Angola, Kenya, and Tanganyika, to 4,000 feet and over, the soil is extraordinarily rich. In such areas altitude corrects latitude and affords a temperate climate. These areas will undoubtedly be the seat of white settlement, and they may be regarded as the future centres of buying power in the sub-continent. So far the vast swamp and desert areas have co-operated with the tsetse to isolate the various African native communities from each other. The chief agricultural areas are of unparalleled richness, but they are islands scattered on the sea of poor and waste land. In the same way mineral and forest wealth is very localized, although hopes are now growing that the Katanga ore beds may underlie vast territories. In order to arrive at a proper appreciation of the difficulties of trading in the sub-continent, it is necessary to visualize the patchy and irregular distribution of population and natural resources.

The water communications have not exerted any particular effect upon the progress of Africa. Neither the Congo nor the Zambesi can be considered of the commercial significance as river systems such as the St. Lawrence, the Mississippi, or the Yangtze. A greater factor than the lack of continuous water systems in retarding African development is the tsetse fly. Its ravages account in no small degree for the slow development of Northern Rhodesia, parts of Angola, Portuguese South Africa, Tanganyika, and Uganda. These areas have been obliged to wait for mechanical transport and the construction of roads and railways has been necessarily slow.

OPPORTUNITIES FOR TRADE

Of all areas in the sub-Continent, Southern Rhodesia affords the best opportunities to Canadian exporters. European immigration is increasing more

rapidly than in any other area. Both agricultural and mineral industries are developing apace. The Rhodesian demand is for the most part high-class. The population is entirely British subsisting on British capital, and their desire to purchase goods of British origin is most marked. In 1922 Canada exported to Southern Rhodesia goods to the value of £69,176, and in 1926; £194,004, 16 per cent of which were foodstuffs.

Canada's business in Northern Rhodesia in 1926 amounted to £22,913, 5 per cent in foodstuffs and over half of the remainder consisting of motor cars. Most of the trade is handled through Southern Rhodesia and South Africa, and Canadian trade is not likely to extend as long as this exists or until the territory opens up and her distribution becomes specialized.

Southwest Africa, Portuguese East Africa, Nyasaland, Belgian Congo, and Angola are territories that are still backward, and the trade is mostly in the hands of large trading companies, who buy in the cheapest markets possible.

In Tanganyika and Zanzibar the native customs and requirements remain those of the tribe and not those of the white settler. The native requires very few commodities in his tribal life, and those commodities are of a precise nature. Approximately 50 per cent of the business is handled by suppliers with many decades of experience in the trade and whose brands are sufficient to sell the goods. Such a condition restricts Canadian possibilities, as few Canadian manufacturers are in a position to compete with older trading nations in such specialized manufactures.

In Kenya and Uganda the commercial potentialities are the greatest of any in the sub-Continent. The white population is numerous and development is proceeding rapidly. Up till the present Canada has been listed in the trade returns under "Other British Possessions", but it is fairly safe to say that Canadian exports to Kenya and Uganda amounted to around £70,000 in 1926. Of this total well over £50,000 consisted of motor cars, tires and tubes. It may also be said with comparative safety that out of perhaps one hundred different Canadian commodities which are saleable in Kenya and Uganda, not more than a half-dozen are on the market.

TRADING WITH BRAZIL

TRADE COMMISSIONER A. S. BLEAKNEY

I

Preliminary Survey of the Market

Recent developments in Brazil are decidedly encouraging from the point of view of the Canadian exporter. In the past trade has suffered by (1) lack of direct shipping facilities; (2) an unstable exchange; (3) lack of political stability. For the first time in many years the markets of Brazil are unhampered by any of these disabilities as there is now direct shipping from both coasts, a stabilized milreis, and a strong Federal Government. Conditions are therefore peculiarly favourable for the introduction of Canadian goods.

The subjoined report, and others which follow, have been prepared with the special object in view of assisting Canadian exporters to enter this market, and an endeavour is made within their scope to frame a comprehensive working program, and to cover all points on which it is felt exporters will feel the need of information.

CAN EXPORTERS DO BUSINESS SAFELY WITH BRAZIL?

This is a most important question, and one on which the exporter will wish to satisfy himself before going further into the matter of exporting to that market. It can be answered in a general way by stating that there are about

650 British firms represented in Rio de Janeiro alone and about 550 American firms represented in that city. The United States sold over 100 million dollars worth of goods to Brazil in 1925 and the United Kingdom over 90 million dollars worth. Sales of Canadian goods passed the figure of 7 million dollars in the 1926-27 fiscal year. (British firms have been doing business with Brazil for over a hundred years.)

WHAT PROPORTION OF FOREIGN DRAFTS ARE REFUSED?

A number of British and American banks were asked what proportion of foreign drafts were refused outright or evoked difficulties in collection, and the consensus of opinion was that there were difficulties with from 5 to 10 per cent of the drafts but that actual refusals would be around 2 or 3 per cent. Most of the difficulties could be smoothed out by careful handling of the customer by the agent and the bank.

DO FIRMS IN BRAZIL USUALLY MEET THEIR ACCEPTED DRAFTS PROMPTLY AT MATURITY?

It is common for Brazilian firms to ask for extension of time drafts at maturity. They usually ask if the draft has been discounted, and if it has, they generally pay at maturity. Otherwise they ask for extensions in many cases, and in this eventuality it is usually advisable to grant reasonable accommodation as interest rates for extensions are high, generally over 8 per cent.

WHAT RECOURSE HAS THE EXPORTER IN CASE HIS DRAFT IS REFUSED?

Naturally it is desirable to resort to amicable negotiations in the first instance through the exporter, the banks, or the office of the Canadian Trade Commissioner. Drafts are usually refused on the ground (or it may be the pretext) that the goods are not up to specification or sample. This can often be adjusted by an informal examination of the goods by the exporter's representative and the importer. If no solution is reached, lacking a permanent representative, Lloyd's should be called in by the representative of the exporter, the agent, the bank, or the Trade Commissioner. Lloyd's certificate that the goods are up to specifications will often induce the importer to pay, or if the certificate shows the goods damaged or not up to specification a settlement can often be made.

However, if bad faith is evident and the importer is defaulting for reasons such as a falling market, the only recourse is to summon him legally to receive the goods within a stated period and, on his refusal, to resell the goods and sue him by means of an ordinary action in the courts for the difference in price, and costs. In this event it will be necessary to estimate whether or not it is worth while to sue. This will depend on the standing of the case in regard to the exporter's legal position, the amount, and the resources of the importer. If the exporter has a permanent agent on the spot on whom he can rely, he will be operating under a power of attorney giving him the right to sue on the exporter's behalf and he can advise if legal action is advisable. If the exporter has no local agent, he should get in touch immediately with lawyers having offices in Canada or New York and Brazil (the Trade Commissioner's office can furnish address by cable) and execute a power of attorney in favour of their Brazilian representative and discuss with them the standing of the case, the amount involved, and the costs and contingent fee which they demand to deal with it. Costs on such a suit will run from \$100 to \$400 for the court, and lawyers' out-of-pocket disbursements. The lawyer's contingent fee will be from 10 to 20 per cent of the value. The costs must be advanced periodically. The loser must pay them eventually, but such cases take on an average about a year for each court in

which they appear. One to two years is the average, but many cases have run from five to ten years. The loser pays legal interest at the rate of 6 per cent during the period of delay. As goods are usually sold and the suit is for the difference in price only, with these average costs and delays it will seldom pay to sue for differences under 1,000 dollars. In certain cases of special goods which cannot be resold, judicial deposit of the goods is made and the suit is for the whole amount. As a general rule shipping specially made goods to Brazil on credit terms is not to be recommended.

WHAT RECOURSE FOR ACCEPTED DRAFTS NOT PAID AT MATURITY?

The matter of suing on accepted drafts is much simpler, as the suit is a special suit on the draft itself, and payment can usually be enforced within a few months if the importing firm has the resources. In this case there need be no hurry in protesting the draft, as this can be done any time within five years, which may be extended to ten by making formal application for interruption of the prescription. Unless there is evidence that the firm is about to fail, it is usual in these cases to extend the draft for a month or two months as good interest is paid.

WHAT IS THE RELATIVE VALUE OF FORMAL AND INFORMAL CONTRACTS?

Contracts, in so far as they interest Canadian exporters, are usually exclusive agency contracts, and the formal legal contract is really no more binding than an exchange of letters and telegrams; in this latter case, however, it is better to exchange duplicates so that they are signed by both parties. The formal legal contract has the advantage that in case of litigation it is available in convenient and concise form to be submitted as evidence. Sales contracts between the agent and customers do not require to have any special form, and would have to be enforced by the usual commercial action with its consequent delays and doubtful advisability. Contracts do not require to be registered except when it is necessary to bring them to the notice of third parties.

WHAT CREDITS MUST THE EXPORTER GIVE IN BRAZIL?

With few exceptions, the only terms which will be acceptable in Brazil and result in any considerable volume of business are drafts at 60 to 90 days' sight or 120 days date. These credits seem long to Canadians, but it must be realized that Brazilian duties are high, averaging about 75 per cent, and that the agent or importer must on an average grant 60 days' credit to his customers. As he has to tie up an average of 75 per cent of the invoice value in duties for this period, to which must be added delays in the customs which are often considerable, the average merchant can do little volume of business unless he receives the above terms. Bank rates are very high in Brazil, and the best firms ordinarily pay 9 per cent per annum and often much higher. In the light of these facts, the credits which have established themselves by custom do not seem excessive. Drafts at 120 days' date are satisfactory to Brazilian importers and are more advantageous to the exporter than the 60 days' sight draft, because the date of maturity is fixed and all delays are running for the account of the buyer. On time drafts it is usual to allow a small discount for payment at sight. Few firms avail themselves of this concession, but it is a good sales argument on the price.

CAN THE EXPORTER GET GOOD CREDIT INFORMATION?

There are excellent facilities for obtaining credit information in Brazil. The Canadian Bank of Commerce, the Royal Bank of Canada, the British Bank of South America, the Bank of London and South America, and the National

City Bank have offices in Rio and either agencies or branches in the principal cities. Dun's and Bradstreet's also operate in Brazil. Credit files are maintained by the Canadian and American banks, and copies are sent to their head offices. It is, however, desirable to have credit reports brought up to date frequently and to make inquiries through as many banks as possible because there is little possible co-operation between banks, and firms in Brazil can have a line of credit in several banks.

The banks, however, have not the same facilities for satisfying themselves on the position of firms as in Canada, as properly certified balance sheets are not obtainable except in the case of the British, American and the largest and most modern Brazilian firms. The banks see balance sheets of a sort, but have to judge their value by the reputation of the firm. However, they can form a pretty shrewd opinion of firms who have been their customers for a number of years by the movements of their accounts and the opinions of other firms. They also keep a record of drafts protested and the status of such protests. In certain cases information may be had from credit insurance concerns in the United States, to which reference is made later. The Department of Trade and Commerce at Ottawa maintains an Importers' Directory of several hundred selected firms and can give preliminary information on the financial standing and moral risk.

CREDIT INSURANCE

There are certain credit insurance companies operating in the United States which insure credits. This protection is available to Canadian firms in certain instances. One big co-operative in New York issue a credit rating book for South America and their ratings are generally reliable. They have correspondents in the principal cities of South America. Care should be taken that these credit insurance policies give protection. In Brazil insurance against bankruptcy alone is practically useless as creditors' agreements are usually easily obtainable. Information in regard to American credit insurance can be had on application to the Department.

"DEL CREDERE"

Many big importing houses in Brazil will assume *del credere*, i.e. guarantee the payment of their customers' accounts in whole or in part, for an extra commission or 1 or 2 per cent. But it must be remembered that *del credere* is no better than the firm which extends it. It is like an insurance policy and is no better than the insurance company. *Del credere* may lull the exporter into a sense of false security, although it undoubtedly has a good effect in making the importer careful to whom he sells. Firms relying on *del credere* should investigate the firm granting it thoroughly. It has to be enforced by an ordinary action in the courts with the delays and expenses above referred to. However, when dealing with a first-class firm, it is a very satisfactory method of solving the credit risk problem. The weakness of this form of protection is that in case of a dispute with a customer the agent's interests are more with the customer than with his principal.

MARINE INSURANCE

This is another matter where the exporter may think he has protection and yet be uncovered. The ordinary marine insurance policy, as is generally known, usually protects only in case of loss or damage to the ship. Losses from other causes have to be covered by special clauses. In the case of shipments to Brazil it is desirable to have the warehouse to warehouse clause, be protected against damage by fresh water, because goods, especially flour, sometimes get damp in the cars operated by the dock company. It is important

to have the time limit for making the claim reasonably long as in case of refusal of the goods the time may expire before a survey can be called for. Reinsurance must be effected in Brazil as it is against the Brazilian law to insure goods in Brazil abroad. It is important, in order to facilitate the settlement of claims, to take out the insurance in a company which has a branch office in Brazil. There are a good many companies in this position. Policies referring to Lloyd's in case of claims are undesirable in Brazil for special reasons.

CASH AGAINST DOCUMENT PROTECTION

This form of drawing is unusual in Brazil, but it is occasionally possible to get firms who will do business on these terms. It is not desirable, however, and often results in refusal of drafts. Firms will often accept a time draft where they would refuse to pay cash owing to temporary embarrassment or other cause such as a fall in the market. The time element often allows them to turn a loss into a profit or at least gives them a sporting chance of doing so.

In many countries where goods are shipped cash against documents the importer must pay before he receives or is even permitted to inspect the goods. In Brazil in practice he may go down to the customs house where the goods are always stored and see the products and take samples in case of bulk goods without any documents at all, so that one of the principal advantages of cash against document terms, the avoidance of refusal through claims based on the state of the goods, is absent. This facility for inspection without documents is not, strictly speaking, permissible, but it nevertheless occurs in a great many cases where the importer is well known in the customs house. Another practice, where the importer may not have these facilities, is to secure the documents on a trust receipt from the bank, and as the legal status of this trust receipt is uncertain, banks usually telegraph for instructions before granting this facility. The Canadian exporter often refuses this facility, and then difficulty arises. It is well to settle this point when the sale is made. This demand for inspection and temporary possession of the documents on trust receipt is also common in the case of time drafts before acceptance. Instances of the documents thus received being used to clear the goods and obtain possession of them are unknown in Brazil, but their practice gives an excuse for refusing the goods in certain cases on trumped-up excuses of the goods being not up to specification. It is particularly objectionable in the case of codfish and flour, where opinion may vary as to the quality and condition, even when experts are called in. In this connection it is always well to mention, in exporters' instructions to the bank, the name of the agent to be referred to in case of disputes, and when stating to accept his instructions, mention the amount of rebate he is authorized to allow and the length of extension he is authorized to give on the draft.

There might also be mentioned here a weakness in the chain of responsibility in shipping to Brazil. Goods are unloaded from the boats into the cars of the dock company, a private concern running the docks under a concession. They give no receipt to the shipping company, but deliver to the Customs warehouse, which also gives no receipt but enters the shipment in its books. Cases have been known of goods disappearing between the ship and the customs house and long-drawn-out litigation to fix the responsibility. This is, however, rare.

CONSIGNMENT

Generally speaking, consignment of goods to Brazil is not to be recommended. The only exception to this is in the case of samples, or trial shipments. One Scotch codfish firm of importance, however, consign all their fish to Brazil,

sending similar shipments to a dozen customers in Rio and checking one against the other as to time of submitting account sales and price obtained. This is a special case, however. It is felt to be very short-sighted policy to refuse to send sample goods on consignment when you get a bona fide firm interested in a Canadian exporter's goods, unless the goods are very valuable or heavy. It is to be noted that consignment goods should be so described in the invoice and the expression "sold to" should not be used. The agent should be instructed to keep these goods in his consignment account as, if he entered them in his current account, in case of failure or creditors' agreement they do not remain the property of the consignor.

COMMERCIAL FAILURES AND CREDITORS' AGREEMENTS

Brazil has been passing through a period of depression during the last two years and there have been many failures and many more creditors' agreements. The worst seems to be over for the present, but a number of firms are hard up for ready money and have many debts that they are carrying on their books for long periods. Bankruptcies are not common in Brazil, because by offering to pay 21 per cent and obtaining the consent of the majority of creditors, the firm can get permission to carry on and pay up over two years usually. As a rule it is easy to get the majority of creditors to agree, if not by one means then by another. There have been so many complaints about the weakness of the bankruptcy law in Brazil, and what is known as "the industry of bankruptcy", that the law is now being revised. But as the difficulty is largely with the administration of the law, it will probably be a long time before conditions are really satisfactory. If an exporter is owed money by a firm which applies for an agreement, he should have his properly authorized representative appear at the meeting of creditors. There is usually plenty of time to arrange this as the bankruptcy machinery moves very slowly. The facility with which a creditors' agreement can be obtained is one of the dangerous features of trading with Brazil.

TRADE MARKS AND PATENTS

In starting business with Brazil it is advisable to take immediate steps to register trade marks and patents if this has not already been done. If the exporter's local attorney has not the facilities, the Trade Commissioner's office can put Canadian firms in touch with New York patent attorneys having offices in Brazil and facilities for such service. There is a good deal of pirating of trade marks in Brazil; these are registered by parties having no legal right to do so. It often requires a year or more of litigation to secure redress.

The exclusive right to a trade mark can be secured only by registration in conformity with the trade mark regulations, but the right remains presumptive for five years. The period of registration is fifteen years subject to renewal. There is a central office at Rio where trade marks are registered. The law governing registrability is very similar to that of the United States. Foreigners not domiciled in Brazil have rights if their country grants reciprocal rights. To register a trade mark in Brazil it is not necessary that it be registered in the foreign country. Brazilian regulations protect trade marks registered under any of the foreign conventions to which Brazil is a party. Registration may be forfeited if the owner fails to use it for three consecutive years.

The preliminary conditions for obtaining a patent correspond very closely to the American, but patents of improvement can only be acquired by the original patentee. Under the new law there is a preliminary examination to establish novelty. Opposition may be made within sixty days of publication. A patent case must be exploited within three years and not discontinued for more than one year thereafter. If the patent has been filed in any of the

countries belonging to the Union for the Protection of Industrial Property, a period of twelve months' priority is allowed. A pamphlet on Trade Mark Regulations in Brazil has been issued by the Department of Trade and Commerce and is available on application.

POSSIBILITY OF LOSING BUSINESS BUILT UP IN BRAZIL

There is not much more than the usual risk in this regard except on exchange and the variations of duty following fluctuations of exchange. The history of Brazilian exchange is one of violent ups and downs interspersed with a few periods of relative stability. For a considerable period prior to 1918 the Brazilian milreis was fairly stable around 14 pence. It is now stabilized at about 6 pence and has been steady since the beginning of 1927. The main plank in the present Government's policy is stability of exchange, but the financial condition of the country renders permanent stability problematical. However, the present rate is one of the lowest in the history of Brazil and, given normal conditions, may well be maintained. Brazil, however, usually has a favourable balance of trade on paper of about £20,000,000 sterling. This year on the trade to date it will be very small indeed. This will be quite a strain on exchange. However, Brazilian credit abroad stands high and no difficulty is experienced in obtaining loans for the Federal Government. It is felt that there is every probability of a stable exchange being maintained for several years at least. Should the stabilization scheme break down and the milreis weaken further, this would give greater protection to Brazilian industry both through a dearer dollar and a higher duty in milreis through the increase in the milreis value of the part of the duties paid in gold. This might interrupt the importation of foreign goods, but such interruptions are usually temporary. British firms have been selling goods consistently in Brazil for over a hundred years through all the ups and downs.

Manufacturing in Brazil is beginning to be a competitive factor in the market, especially in textiles, hats, boots and shoes, furniture, paper, beverages, clothing, and simple machinery, and it is anticipated that with the high protective duties it will experience a rapid growth. There is, however, no primary iron and steel industry of importance, and generally speaking there is a market for Canadian products which is well worth cultivating. Of recent years an income tax has been introduced, and costs of operating are increasing greatly, but as the Canadian exporter is usually represented by an agent who pays these taxes, they do not affect the market for Canadian goods.

While an upward revision of the Brazilian tariff has been considered for a number of years, there is no immediate prospect of any drastic changes in this regard.

Neither should the fear of revolutions deter Canadian exporters from selling this market. One very large Canadian public utility company has been operating very successfully in Brazil for a number of years with little or no interference in this regard, and while revolutions have been experienced in Brazil the present position is sound.

The Brazilian market is worth cultivating, and goods once established should enjoy continued demand for many years.

CAPITAL REQUIRED TO DO BRAZILIAN BUSINESS

There is no apparent reason why it should require more capital to sell goods to Brazil than to sell them in Ontario. Many a manufacturer on hearing of the long credits usual in Brazil is deterred from investigating this market by the feeling that he must tie up large sums of money in South America. Most of the drafts on firms in Brazil negotiated by the banks are discounted,

and there is no reason why our banks should look with disfavour on drafts on first-class Brazilian firms. There are two Canadian banks in Brazil, and they have first-class credit departments which keep their New York branch supplied with credit information. In regard to the 120 day credits, the discount rate over this period should be added to the price, but prices should not be loaded with Canadian sales overhead. If a firm is content to start in a small way, no special outlay of capital is involved over and beyond what it would cost for domestic business. What is required is expenditure of time and thought in going after export trade systematically. Of course, if exporters are going to open an export department and send down an export man to appoint agents, this is going to involve a small investment of capital. This course and the investment thereby entailed are desirable in the case of firms in a biggish way of business, whose domestic market is nearing the saturation point and who are looking for important sales abroad.

TIME REQUIRED TO GET ON A PAYING BASIS

This depends on the product, price and competition, and the method of representation. With one of the more expensive forms of representation, it will probably take from one to two years to get on a paying basis with the above conditions favourable, but the final result will be more interesting than with such less costly forms of representation as the manufacturers' agent. With the latter form of representation, if the exporter's prices are competitive and competition not abnormal, it is quite possible that the business will be profitable from the start. If the exporter has to reduce prices to break into the established competition, he might have to work the market for a year or two years at cut prices raising them gradually when he gets his share of the business. On this basis, it might take two years to get on a paying basis. However during this time, even if selling at cost of production, he may be rendering his business good service through maintaining activity, keeping personnel together, and lowering overhead on greater production.

IS THE EXPORTER'S BUSINESS SUFFICIENTLY DEVELOPED TO CONSIDER EXPORTING TO BRAZIL?

This is an important question to consider, and one which the exporter will have to decide for himself. However, several considerations have a bearing on the question. While Brazil is as safe as any of the Latin markets, it is not as safe as business within the Empire, especially where there is a preferential tariff. It seems logical to develop Empire markets first and then to cultivate the South American markets. The Empire markets are sufficiently numerous to diversify business against depressions abroad. In any case, exporters should not try to sell to Brazil while the expanding demand in Canada will absorb their normal increased production. Sometimes, however, if the manufacturer is producing seasonal goods such as sporting materials, the all-year-round market of Brazil will be an attraction. A Brazilian outlet too in many cases will help to balance production charts, as the country lies south of the Equator where such slight variations of seasons as exist are the reverse of Canadian seasons.

ARE DIRECT SHIPPING FACILITIES AVAILABLE?

Most shipments from Canada to Brazil have in the past gone via New York, and for large shipments this has not been a great disadvantage because a great many American firms whose competition has to be met in Brazil are no nearer to New York than many Canadian firms. Also the regular sailings from New York are an advantage. On small shipments, however, the bond-

ing and other charges mount up and are a distinct deterrent to business. For some time the Houston Line has been sailing from Montreal and calling occasionally at Santos, practically never at Rio. The Canadian National Steamships are initiating a direct service from Montreal this spring, and it is understood will put on ten boats per annum. In the summer the boats will leave monthly.

On the Pacific coast Canadian firms have hitherto been dependent on the McCormick Line operating from Seattle, via the Magellen Straits, but this service takes seventy-two days to Santos and is too slow for most shipments. The Blue Star Line, with the Robert Dollar Company, Vancouver, acting as agents, are putting on four refrigerated boats, operating through the Panama Canal, this summer, carrying principally apples, flour, lead and newsprint. The McCormick Line is also considering a few trial shipments through the canal. The prospects are thus bright for regular shipments from the West Coast.

CAN ACCURATE INFORMATION RE BRAZILIAN INVOICE REQUIREMENTS AND DUTIES BE SECURED?

The necessary information is available in concise and handy form. This office has published a pamphlet on this subject entitled "Invoice Requirements for Brazil," which can be had an application to the Department of Trade and Commerce, Ottawa. The Brazilian customs house is rather arbitrary, and the appraisers get half of the fines imposed for technical errors in filling out Consular invoices and are consequently very zealous, but if the exporter follows the instructions contained in this pamphlet he should have no serious difficulty on this point. In regard to information on rates of duty, the Foreign Tariff Division of the Department of Trade and Commerce has a recently consolidated copy of the Brazilian Tariff translated into English and can give exporters the rate on most articles. In special cases where Ottawa cannot give the rate, if exporters write to the Trade Commissioner at Rio and send specifications of the articles, samples of the materials, and the use to which they are put, the Trade Commissioner can supply information covering the rate of duty. In regard to goods not already imported, a special ruling will be required and this will take several months to secure. The Trade Commissioner can reply by wire to cabled tariff inquiries on standard goods. As it takes months to get official rulings from the Customs authorities, the rates are usually secured when in doubt from official customs brokers or friendly importing firms. This kind of information can be sent the exporter within a week or ten days. Copies of the Brazilian tariff in English can be obtained from the British Chamber of Commerce in Sao Paulo for \$3.60 plus postage. The rates shown in this are not final but basic rates, and it takes pages of calculation to arrive at the final figure; for approximate purposes, however, a rule of thumb is to multiply the rate shown in the tariff by 4.

Generally speaking, exporters are not interested in the duties once they have established that their goods are competitive. They are mostly interesting for checking landed prices with those of other countries. They are the affair of the importer. But the Consular invoice is very much the exporter's affair and must be correctly drawn up or the importer will have to pay heavy fines and be subject to much annoyance which may cause him to throw up the agency in disgust.

The only article on which Canada is discriminated against in the tariff is fresh fruit.

TO WHAT EXTENT IS THE PRODUCT IN USE?

The Canadian Trade Commissioner can advise the exporter on this point. The Trade Commissioner or his Assistant usually studies the catalogues or

samples sent him and visits the departmental and retail stores and makes notes on the extent of the market and sources of supply. It is important for him to have samples in order that he can get the information on a comparative quality basis. This retail investigation is valuable as the retail supply is easily checked up. A survey of retail stores gives a good idea of the extent of demand, but this information is supplemented by an examination of incoming ships' manifests, by Brazilian statistics of imports, United States export statistics to Brazil, and Canadian export figures to Brazil. The importers are then interviewed. To secure co-operation from them, the Trade Commissioner must have definite information to place before them. If he can submit samples and c.i.f. Rio prices, and show them a well-written export letter, he can arouse their interest and obtain valuable information. Interviews with a number of importers are checked one against the other, and by interviewing a considerable number of traders a very good idea of the situation can be obtained. Exporters are urged to give the fullest possible information on their product, and to inform the Trade Commissioner in what different qualities the product is manufactured. Owing to the fact that the Brazilian milreis before the war was worth 28 cents, and it is now stabilized at 12 cents, Brazilians have been forced to substitute a 50 cent article for a dollar one. It is therefore essentially a price market.

IS PRICE COMPETITIVE?

This investigation is conducted simultaneously with the "demand" survey. The Trade Commissioner can obtain this information, but as stated above he must know what the price is. Some importers it is true prefer to buy on a f.o.b. New York basis so that they can take advantage of changes in freight rates and a knowledge of shipping conditions, but to interest the importer in a preliminary way it is essential to submit c.i.f. Rio prices. This is a service he expects. He has to do a lot of figuring, on complicated customs duties, exchange, weights and measures, and any calculating that he is spared makes it easier to arouse his interest. Prices are first checked through retail stores, and then worked back to a c.i.f. basis by the Trade Commissioner, by deducting importers' commission, retailers' profit, and duties. These calculated prices are then compared with the c.i.f. prices of competing goods as given by friendly importers and a report submitted to the Canadian exporter, which is known in the Trade Commissioner's office as a "market survey."

COMPULSORY MARKING OF APPLES IMPORTED INTO THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, March 23, 1928.—The Standing Committee appointed by the Minister of Agriculture and Fisheries under the Merchandise Marks Act has issued a report in favour of prohibiting the importation, and exposure for sale, of fresh apples, unless accompanied by an indication of the country of origin.

This recommendation is a result of the hearing of evidence in connection with applications made by the Canadian Horticultural Council for the compulsory marking of apples, and by the New Zealand Fruit Board relating to both apples and pears. The committee explain that during the hearing the New Zealand Fruit Board's application was withdrawn in so far as it related to pears. Consequently, while the inquiry bears the designation "Apples and Pears", the marking of apples alone was considered.

It transpired in the course of the inquiry that, based upon the experience of the four years 1923-26, approximately 33 per cent of the apples available in

England and Wales are home-produced, 27 per cent are imported from the Dominions, and the remaining 40 per cent are obtained from foreign countries. More than 80 per cent of the foreign supplies are produced in the United States. No similar figures are available for Scotland.

Apples of Empire origin represent 40 per cent of the United Kingdom imports, and Canada, Australia, and New Zealand together furnish 99 per cent of this proportion.

While many arguments were presented pointing out the advantage of distinction between Empire and foreign fruit, the only serious objection which was brought forward by the wholesale United Kingdom distributors who were opposed to the application related to the probable occurrence of delay in the Customs as causing deterioration in the quality of fruit, accompanied by expense. This was subsequently denied by the Customs authorities.

The committee, after full consideration of the evidence, decided that the advantages of compulsory marking outweigh the disadvantages, and handed to the Government the following recommendations:—

We are of opinion that an Order in Council should be made prohibiting the importation, exposure for sale wholesale, or sale wholesale of fresh apples unless each container bears an indication of origin as defined in the Act. We are, further, of opinion that the Order should prohibit the exposure of apples for sale by retail unless the apples bear an indication of origin. We do not recommend that an indication of origin should be required to be applied by retailers to small parcels of apples (of, say, 14 pounds or less) when handed to retail purchasers.

We make the following recommendations as to the form and manner of application of indications of origin:—

- (a) *On importation, on exposure for sale wholesale, and on sale wholesale.*—By means of printing, stencilling or branding on each container (or on a label secured to the container) in letters not less than half an inch in height.
- (b) *On exposure for sale by retail.*—By means of a label or showcard placed on, or in close proximity to, the apples to which it relates so as to be clearly visible to intending purchasers, bearing the indication in letters not less than half an inch in height. Section 10 (1) of the Act prescribes the indication of origin to be given in each case, and also provides that the indication shall be conspicuous.

We suggest that the proposed Order in Council should come into operation four months after the date on which it is made.

It must again be explained that the stage so far reached is only a recommendation to the Government. The report of the committee will be considered, and if in due course the British Government decides to adopt the principle of compulsory marking of imported apples, the measure will have to be introduced into Parliament and receive the assent of both Houses.

APPLE MARKET CONDITIONS

Mr. J. Forsyth Smith, Canadian Fruit Trade Commissioner in Liverpool, writing in Apple Supplement No. 65 to the *Commercial Intelligence Journal*, copies of which may be obtained on application to the Department of Trade and Commerce, Ottawa, covers fully conditions as they obtained in the United Kingdom during the early part of the past season. The following extracts are from other parts of this report.

THE SCANDINAVIAN MARKET

For some years British Columbia boxed apples have been regularly shipped to the Scandinavian markets, where the best brands are well and favourably known. This year however, there has been considerable complaint on the score of breakdown in Jonathans, which is one of the principal varieties for this market. The shortage of apples of Extra Fancy Grade has also led to substitution of Fancy, which has caused dissatisfaction, and there has also

been some trouble over the substitution of larger sizes than contracted for. It should be realized that these cash markets are very much more set on getting just what they have asked for than the consignment markets of the United Kingdom. In regard to sizes, the demand is very strongly for medium and even small sizes, 163 to 188 mainly, but up to 216. The apples are all sold by weight, and the cost is so great that it is really necessary that the retailer should be able to offer small sizes so as to supply several apples to the pound. Sizes 138 and larger are not wanted at all, and size 150 is just on the verge of the unsuitable.

The prospects for barrel apples were very promising in Sweden this year, and special efforts were therefore made to form connections and introduce business. In this connection, the recommendation was made that the grade regulations should be relaxed to permit of shipping apples of size $2\frac{1}{4}$ -inch in the No. 1 Grade. It is understood that this has been carried out, and there is no doubt but that the concession will greatly assist business. The demand is strongly for a moderately sized apple of good colour.

COMMERCIAL REPRESENTATION OF FRUIT SHIPPERS

An interesting feature in connection with fruit marketing in Great Britain this season has been the presence on the market of representatives of Ontario fruit shippers, and of the United Fruit Companies of Nova Scotia. This is certainly a step in the right direction, as it is an indefensible anomaly that shippers, who naturally expect to supervise personally every detail of production, grading and packing, and who would not expect satisfactory results if they neglected to attend to the production end of their business, should be content, as in the past, to stop short at the very point where their interests are most seriously affected and allow the vital matter of distribution to pass out of their hands.

NAME "CANADIAN" ON AUCTION CATALOGUES

For years it has been considered unsatisfactory that trade custom in this country has allotted the name "Canadian" to Ontario apples exclusively. The name "Ontario" was never used at all, and while Nova Scotia apples were commonly called "Scotians", and British Columbia apples "Columbians", Ontario apples were listed and spoken of as "Canadians." This was particularly unsatisfactory in view of the likelihood of Canadian apple advertising in this country, which of course could not be carried on under provincial names. The matter was accordingly put very strongly before the brokers, and as a result throughout this season all apples from Canada have been listed on auction catalogues everywhere in this country under a double heading: "Canadian (Nova Scotia); Canadian (Ontario); Canadian (British Columbia)". This will be of great assistance when extensive apple advertising is undertaken.

CANADIAN APPLE ADVERTISING

A fund was provided this year for the advertising of Canadian apples on United Kingdom markets. In view of the limited amount available, and of the high cost of advertising in this country, it was impossible to carry on a campaign covering the whole United Kingdom. As furthermore it was considered that the best results would follow a policy of concentration on particular centres, the scheme adopted was that of holding two Canadian Apple Weeks at two important points, Glasgow and Birmingham, with the object of testing out the particular plan in view, so that it could be extended to other points next year when presumably a larger sum will be available to meet the necessary expenses.

EMPIRE MARKETING OF PACKAGES

It is gratifying to note that, following the strong recommendations put forth in the course of addresses delivered throughout Canada in 1926, and the further emphasis laid upon this matter by the Fruit Branch of the Department of Agriculture, a considerable proportion of Canadian apple packages have been coming forward with the indication "Empire Apples—Canada." This is a policy the value of which cannot be too strongly emphasized, as it is vital that every effort should be made to identify Canadian fruit to the retailer so that there may be no excuse for failure to pass on this identification to the consumer. It should be realized that, while no wholesale buyer at the auctions or from private treaty salesmen, is ever in doubt as to whether the apples he purchases are American or Canadian, a very large proportion of retail fruiterers are very small men with little education, who have very little idea as to what is contained in the British Empire and who are very apt to class all transatlantic apples as Canadian. Indications of origin cannot be too clear or too prominent to meet the requirements of this class of dealers. The scheme for placing price tickets indicating origin in every box or barrel exported is also a very good one, and will be very much appreciated by the trade in Great Britain.

RUSSIAN APPLES

An interesting feature on the Covent Garden market this year has been the appearance in fair quantities of apples grown in the Crimea, Russia, but wrapped and packed in the standard box with a very considerable amount of skill. Most of the varieties are quite different from those grown in Canada or the United States, but there is one which appears to have secured a certain popularity with the trade which is very similar in shape and appearance to the Newtown. It is somewhat lighter in colour, almost approaching the waxy transparent tint of the popular French Calville, and the texture is softer and also in this respect somewhat like the Calville. The flavour is very good.

MARKET FOR OIL HEATERS IN NORTH OF ENGLAND

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, March 24, 1928.—Recent inquiries indicate that there is a considerable demand throughout the North of England during the Fall and Winter months for oil heaters. Very few domestic dwellings in this part of England are equipped with furnaces or any other form of central heating. Some of the large country houses have central heating installed, but the ordinary households in urban and country districts of all classes depend for their heating mainly on coal fires, and to a lesser extent on gas, electric or oil heating apparatus. In order to avoid the work involved in maintaining a coal fire in a grate throughout the day in a room which may not be in constant use, many houseowners employ heaters. Oil heaters are often used in the halls of better-class city dwellings when the occasion demands, and they are also employed as emergency heating units during sudden cold spells in outhouses, private garages, and other places where ordinarily no provision is made for heat.

On the one hand, it is difficult to see where the demand for oil heaters can greatly expand as they have to compete against gas and electric heaters which are steadily growing in popularity. On the other hand, the cost of electric current for lighting purposes is very high, and to install the necessary wiring for heating, in order to obtain a lower rate, rather than use the lighting current, involves a very considerable initial expenditure in the older houses not already

wired for electric heaters. The result is that many people still rely on the oil heater. Competition from gas is very formidable, but here again the oil heater answers the requirements in places where it is not convenient to install a unit for using gas.

The bulk of the available business is in the hands of an American firm allied with the oil industry. This concern, which formerly exported its heaters to the British market from the United States, is now producing in Great Britain. Although German manufacturers are getting a share of the business in a very much cheaper article, which sells mainly to artisans, the majority of dealers interviewed recently reported that the German-made heaters were not giving the same satisfaction as the widely advertised product referred to above, and they are certainly inferior in general appearance and finish. In addition to this British-made heater controlled by American interests, one or two English makes are sold in retail hardware establishments, and they seem to enjoy a small share of the business. The most popular brand on the market is sold in four different models, retailing at 16s. 6d. (\$4), 21s. (\$5.10), 25s. (\$6) and 40s. (\$9.75) each respectively. The last-named price is for a heater with polished aluminum finish. Retail trade discounts to firms buying around 100 heaters a year average anywhere in the neighbourhood of 25 per cent below the above figures, with of course proportionally heavier discounts to larger buyers. Where the German heater competes to some extent is in offering a heater with a much higher candle power than the American or English at about the same price and a lower-powered article at much less.

Competition against the well-known heater controlled by the oil interests would be extremely difficult and it would be almost impossible for Canadian firms to compete on a price basis with German manufacturers. There are, however, importers in the North of England who buy anywhere from 5 to 10,000 oil heaters in a year. If a Canadian heater of equal quality to the present best seller could be offered, with some inducement to the importer to try a new source of supply, business might be done. Buying usually takes place in the spring for delivery in the fall months.

WEST OF ENGLAND TRADE CONDITIONS

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, March 30, 1928.—In the Birmingham area the trade barometer is still unsteady. Some industries appear unresponsive to those developments in which the more favourable inferences concerning the future course of trade have their source. Delays in putting to the proof the various schemes devised for rehabilitating the coal trade are attributed to unpropitious market conditions. It appears to be a different proposition to bring output in a given area under control as compared with controlling competition.

In the iron and steel trades the tone remains faltering. Continental iron and steel continues to arrive, particularly in the Midlands, in fair quantities. Signs of increasing activity in the building trade coincide with the arrival of spring weather. Builders report, however, a disparity between commitment and current employment. An unusually wet winter has made progress rather difficult, and this may be one explanation for the present activity.

ELECTRIFICATION ACTIVITY

Electricity plays an increasingly important part in most modern industries, and substantial orders are being received from foreign countries which are welcome to English manufacturers of electrical equipment. Orders received

by firms in the Midlands include electrification of railways in Austria and Belgium, whilst important orders for automatic brakes appear to have been acquired for Belgium railways in competition with German firms. It is also reported that electric plant is being supplied to the Egyptian Government for irrigation purposes. This indicates to what extent electrical manufacturers in this country are dependent upon export trade for maintaining output. In so far as unification is concerned in England, this is proceeding satisfactorily and the schemes for central England and other areas should give considerable employment.

SOUTH WALES SITUATION

There has been a recent improvement in the general state of the South Wales coal trade. Shipments from Welsh ports are in the vicinity of 500,000 tons per week, the largest since May, 1927. Improvement is seen in the Continental situation, and despite cut-throat competition amongst English sellers the trade appears to be rather better. This does not mean that South Wales is prosperous. It will take years to recover from the severe depression which has overcast the trade since 1921.

The Annual Report of the Cardiff Incorporated Chamber of Commerce has not been issued as yet, but an advance copy has been read. Many interesting comparisons are shown of the years 1913, 1925 and 1927 in so far as the coal situation is concerned. These indicate in no uncertain fashion the decrease in trade that has taken place since 1913, with the consequent unemployment. A few of the figures are as follows:—

	1913 Tons	1925 Tons	1927 Tons
Total output of coal from all the collieries of South Wales	56,830,072	44,629,522	47,070,317*
Average annual output per person employed at United Kingdom collieries	256 Persons	219 Persons	256* Persons
Average number employed at all South Wales collieries	233,134 Tons	211,254 Tons	187,004* Tons
Average annual output per person employed at South Wales collieries	243	211	252*
Coal shipments (foreign) from Bristol Channel	29,875,916	21,453,714	22,592,482
Port of Cardiff (exclusive of bunkers)	19,282,496	12,762,285	13,921,007
Coal shipments (coastwise) from port of Cardiff	3,036,604	905,568	798,636
Bunkers shipped at port of Cardiff in foregoing steamers	3,292,076	2,246,555	2,613,457

* Estimated figures.

It is also noted in the review that both imports and exports of iron and steel increased during 1927. South Wales exports 27.9 per cent of the total iron and steel from the United Kingdom. The figures are as follows:—

	Exports 1927 Tons	Imports 1927 Tons
United Kingdom	4,200,000	4,406,000
South Wales	1,171,000	1,157,000

DUES COLLECTED AT PORT OF BRISTOL

The City of Bristol has a population of roughly 450,000. The dues collected at the Customs House in Bristol totalled in 1926 approximately \$125,000,000 and in 1927 \$130,000,000. These enormous totals are for the most part owing to the huge imports of tobacco, as this city is the headquarters of the Imperial Tobacco Company of Great Britain and Ireland Limited, as well as certain of their subsidiaries. Other important items which go to swell the total are beer, spirits, sugar, and brandy. (The exact figure for dues collected during the past year was £26,134,585.)

UNEMPLOYMENT

The number of persons registered at employment exchanges on February 27 in the chief towns and cities in this area were as follows, the figures within parentheses showing increase or decrease as compared with January, 1928: Bristol, 13,810 (— 862); Plymouth, 5,558 (— 64); Birmingham, 26,283 (— 324); Coventry, 3,081 (+ 196); Leicester, 3,509 (— 360); Northampton, 1,659 (— 184); Wolverhampton, 3,677 (— 634); Cardiff, 9,293 (— 841); Llanelly, 5,343 (— 1,130); Newport, 5,499 (— 1,871); Swansea, 6,284 (— 1,300). The total registered unemployment for the Southwestern Division, of which Bristol is the centre, was 65,721 on the above date, a decrease of 6,869 from January. In the Midland area, of which Birmingham is the centre, the total registered was 138,881, which figure is practically constant with January. In South Wales the total for the division was 132,931, showing a decrease from January, 1928, of 11,944. Employment during February showed continued improvement, particularly during the latter part of the month.

BANK CLEARINGS

Bank clearings for the month of February, 1927 and 1928, together with aggregate weekly totals to date for Birmingham, Bristol, and Leicester, are as follows:—

	February			Aggregate Weekly Totals to March 17	
	1927	1928		1927	1928
Birmingham	10,954,000	11,993,000	+ 9.4	30,864,500	31,045,100
Bristol	4,466,000	5,023,000	+ 12.4	12,720,000	13,447,000
Leicester	3,147,000	3,641,000	+ 15.6	9,476,700	10,026,000

These figures show that business is slowly but definitely becoming better, provided the increased clearings are not owing to increased market speculation.

NORTH OF IRELAND TRADE IN 1927

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, March 22, 1928.—The outstanding industries of Northern Ireland—linen manufacture and shipbuilding—experienced a somewhat better trade in 1927 than in the preceding year. More employment was provided in the shipyards, the linen factories, and more especially in the spinning mills.

LINEN

But while that is true, the linen industry is still one of the most depressed in the country, as it has been for ten years. Under the conditions prevailing at the beginning of 1927—low flax prices and more stable conditions—it was thought there would be an expanding trade in linens. But flax prices rose from 8s. per stone (13.7 cents a pound) to 15s. (25.7 cents a pound), with consequent higher quotations for finished linen goods and diminished demand on the part of the public. Moreover, the United States, which is Ulster's greatest foreign market for linen, now takes only about one-fifth of the quantity it bought twenty-five years ago. There is a tariff of from 35 to 75 per cent *ad valorem* on imports of linen, which has been in force at these rates since 1922; and while the tariff has not succeeded in creating a great linen industry in the United States, it has put the prices of linen articles so far beyond the reach of the bulk of the public that they have been compelled to resort to cotton fabrics. As

an illustration of the effect of the tariff, exports of British linen to the United States in 1927 amounted to 31,956,000 square yards as compared with 147,679,000 square yards in 1912. The exports of piece linens in 1927 were the lowest, with the exception of 1921, for eighty years. However, two classes of linen goods showed some improvement: (1) linen damasks which were exported to the value of £1,487,000 compared with £1,338,000 in the previous year, due to a publicity campaign in the United States, and (2) handkerchiefs, exports of which reached 5,343,000 dozen as against 4,098,000 dozen in 1926.

Flax is still very scarce and must remain at high prices.

SHIPBUILDING

The Belfast shipbuilding industry launched 35 vessels of 111,000 tons in 1927, which is about 20,000 tons more than in 1926. Belfast as a shipbuilding area was in fifth place among similar areas of the United Kingdom. The new vessels included the White Star liner *Laurentic* of 18,000 tons gross and 13,000 i.h.p. from the yards of Messrs. Harland & Wolfe, who were responsible for a total output of 62,300 tons, representing fourteen vessels, of which the majority were motor ships. Messrs. Workman, Clarke & Co., Ltd., launched six vessels and some barges totalling 48,900 gross tons. There is considerable work on hand and prospects are encouraging. Messrs. Harland & Wolfe have in hand a 26,000-ton motor liner for the White Star Line, a 20,000-ton Union Castle liner, and four large motor passenger liners of 15,000 tons each for the Nelson Line.

IMPORTS AND EXPORTS

For fiscal purposes, Great Britain and Northern Ireland form a single unit, and therefore for trade between the two countries, referred to as "Cross-Channel" trade, customs entries are not required. As, however, Northern Ireland largely depends upon merchants in Great Britain for shipments of her products to, and imports from, overseas countries, the statistics of cross-channel trade include the value of certain shipments consigned to and from these countries. These statistics are compiled from periodical returns furnished by the different harbour authorities. The figures relating to direct trade between Northern Ireland and overseas countries are compiled from returns furnished by the Commissioners of Customs and Excise. It will be observed therefore that Northern Ireland's trade with overseas countries is much in excess of that shown in the direct trade returns.

Imports into Northern Ireland exclusive of Imports from Irish Free State

Year	From Cross-Channel Ports	Direct from Foreign Countries	Total Imports	Direct Foreign as per Cent of Total
1922	£48,267,000	£ 8,293,000	£56,560,000	14.7
1923	47,816,000	9,568,000	57,384,000	16.6
1924	44,699,000	14,212,000	58,911,000	24.1

Exports from Northern Ireland exclusive of Exports to Irish Free State

Year	To Cross-Channel Ports	Direct To Foreign Countries	Total Exports	Direct Foreign as per Cent of Total
1922	£64,807,000	£ 3,465,000	£68,272,000	5.1
1923	59,339,000	1,890,000	61,229,000	3.1
1924	55,075,000	2,726,000	57,801,000	4.7

Principal Sea-borne Imports into Northern Ireland, 1924

The values of Tobacco—unmanufactured and manufactured—are not available for publication, and are included in "All Other Articles."

Description of Imports	Unit	Quantity	Estimated Value	Value Per Cent of Total
Cotton goods			£ 6,961,000	11.8
Maize	Cwt.	7,370,510	3,377,000	5.7
Flax	Tons	24,089	2,838,000	4.8
Coal	Tons	2,088,783	2,442,000	4.2
Wheat flour	Cwt.	2,436,301	2,025,000	3.4
Machinery			1,904,000	3.2
Woollen goods			1,451,000	2.5
Boots and shoes			1,363,000	2.3
Linen yarn	Cwt.	138,670	1,329,000	2.3
Linen goods			1,171,000	2.0
Motor cars	No.	4,672	1,167,000	2.0
Sugar	Cwt.	823,959	1,145,000	1.9
Wheat	Cwt.	1,955,207	1,145,000	1.9
Tea	Lbs.	14,867,548	1,084,000	1.8
Tow or codilla	Tons	12,701	1,007,000	1.7
Hardware			932,000	1.6
Plates and sheets	Tons	44,456	881,000	1.5
Hemp	Tons	14,326	796,000	1.4
Confectionery	Cwt.	137,787	742,000	1.3
Butter	Cwt.	63,925	677,000	1.2
All other articles			24,474,000	41.5
Total			£58,911,000	100.0

Classification of Sea-borne Imports excluding Imports from Irish Free State

Group	Estimated Value	Per Cent of Total
(1) Food, drink, and tobacco	£18,738,000	31.8
(2) Raw material and articles mainly unmanufactured	9,097,000	15.5
(3) Articles wholly or mainly manufactured	31,068,000	52.7
(4) Animals, not for food	8,000	0.0
Total	£58,911,000	100.0

Previous to the establishment of the Irish Free State, Belfast was by far the biggest distributor of imported merchandise throughout the whole of Ireland. Belfast's prestige in this respect, and as a centre for the most important of Ireland's manufacturing industries, was due to the keenness and business capacity of its commercial community—a community very similar and closely allied to that of Glasgow. Dublin lagged behind Belfast in this respect, although its real importance as a commercial city was overshadowed by the activities associated with a metropolitan centre with its interest in politics, art, education and literature. But so far as imports from Canada were concerned, Dublin was almost, if not quite, as important a centre of distribution as Belfast.

No figures are available, but there is no doubt that Belfast has lost a good deal of the distributive trade in imported goods which her wholesale houses, employing hosts of travellers scouring every corner of the country, used to enjoy. The erection of a Customs frontier between the six counties of Ulster and the Free State has been a decided handicap to business between the two sections of the country.

The Empire Shopping Week in Belfast last May was the most comprehensive of its kind yet held in Great Britain, where Empire Weeks are now an established feature of civic life in many important centres. It was so successful, and aroused such interest and stimulated so much new business, that it was decided to make the Empire Week in Belfast an annual event. A large number of wholesale firms there stock Canadian food and other products, and they, in common with numerous retail shops throughout the city, gave

invaluable aid in co-operation with this office, by the display and advertisement of products produced in the Dominion. A big impetus will be given in the same direction through the publicity and advertising campaign now being worked out by the Minister of Trade and Commerce, which embraces newspaper advertising, window displays, and Canadian Government participation, associated with the Empire Marketing Board, in local exhibitions in Great Britain.

WHEAT AND FLOUR

The outstanding features of the year in the wheat trade were the ample supplies available in exporting countries and the greatly increased requirements in Europe, consequent on the unfavourable conditions under which the harvest of 1926 was gathered. Australian supplies were liberal during the first half of the year, but fell off when a severe drought jeopardized the growing crop. India became an exporter for a short period in the early summer, and Russia gave a moderate supply in the spring and early summer, but has not been a seller of the 1927 crop, as it is generally thought that home needs have taken care of the supplies available. The main supply for the greater part of the season here is obtained from the Atlantic and Pacific ports of North America, Argentina and Australia only figuring to any extent as exporters between the end of January and May.

The North of Ireland market for Canadian flour, and in fact practically all imported flour, has in the past year or eighteen months suffered a serious decline. The home millers—that is, in Belfast and district—have been rapidly securing the greater part of the business, and are producing flour which very adequately meets the taste and needs of this area. Well-known and long-established mill brands of Canadian flour are securing a small share of the business, but only in a few instances. In fact, a great deal of the Canadian flour at present imported into Belfast is used in the manufacture of whole wheat and brown breads. The taste for bread in Ulster seems to have undergone a change, perhaps only temporary, in that it is now much drier and more crumbly than heretofore. There would appear to be no opportunity at the present time for any Canadian exporter of flour who has not a mill brand to do any business on this market.

Imports of Canadian and American flour for the statistical year ended July last amounted to 239,000 sacks, and from August 1 last to December 10, 74,000 sacks.

TIMBER

In 1927 the turnover in timber in the Belfast district was a fair one—fully up to the average—but profits among the trade have had to be cut very fine. Local stocks are over the average in quantity, and no material increase in demand can be anticipated until the staple industries show more definite signs of expansion.

The demand for wood for middle-class houses during the year was good, but has since fallen off. It remains to be seen whether the supply of this class of accommodation has overtaken the demand. It is generally believed that it has not, and that there is still a great shortage of the cheaper type designed for working men at a reasonable rent.

The building industry indeed was more active than was expected at the beginning of the year. The demand for the better class of dwelling house has been pretty adequately met, and what is now most urgently required is the working man's house, the supply of which has now been undertaken as an investment by private enterprise. For this purpose a large subsidy is granted by the Northern Government and by the Belfast Corporation. The latter body have also let a large contract for 200 houses of the working-class type.

The quantity of timber imported into Belfast during 1927 was as follows, according to Messrs. John Atkinson & Company, timber measurers: white pine, 5,336 cubic feet; oak, 1,337; elm, 1,806; birch, 9,501; Riga, 4,603; ash, 41,341; pitchpine, 165,306. This amounts to a total of 229,230 cubic feet, whereas in 1926 the total was 125,522, and in 1925, 427,967 cubic feet.

TOBACCO

The trade in manufactured tobacco in Belfast, where it is a very large industry distributed between two establishments, has reason to be satisfied with an active year, despite the general trade depression which Belfast's principal industries—linen manufacture and shipbuilding—have not yet shaken off. The Government duty on unmanufactured leaf is now the highest it has ever been, and the increase imposed by the 1927 Budget has been passed on to the consumer in the case of pipe tobacco, but in the case of cigarettes the manufacturer himself is absorbing the extra tax. A marked effect on the volume of business in cigarettes is the enormous increase in smoking by women.

Empire-grown tobaccos have continued to increase in popularity, and the activities of the Empire Marketing Board, combined with the preference duties on Empire-grown tobaccos, have resulted in large numbers of smokers taking to Empire brands, especially on the ground of price.

PRINCIPAL IMPORTS INTO BELFAST

The following is a comparative statement of some of the principal items of merchandise at the port of Belfast, for the eleven months of 1926 and 1927 respectively:—

	1926 Tons	1927 Tons
Apples and pears	8,453	7,309
Bacon and hams	3,365	2,582
Barley	4,213	3,083
Butter	2,251	2,083
Eggs	517	517
Flax	13,325	20,205
Flour	63,217	77,917
Indian corn	200,426	263,242
Margarine	2,859	2,942
Oats	11,426	1,662
Sugar	31,107	27,990
Tobacco (unmanufactured)	2,336	3,562
Wheat	74,127	87,846
	Loads	Loads
Deals	40,725	40,787
Timber	37,634	24,213

AUSTRALIAN F.A.Q. WHEAT STANDARDS

Mr. C. Hartlett, Office of the Trade Commissioner, Melbourne, writes under date March 8, 1928, that at a recent meeting of the corn trade sectional committee of the Melbourne Chamber of Commerce, the standard of fair average quality wheat for the 1927-28 season was fixed at $61\frac{1}{4}$ pounds to the Imperial bushel. Last year the standard for Victoria was $61\frac{1}{2}$ pounds, and $62\frac{1}{2}$ pounds in 1925-26.

The standard of New South Wales for the present season has been fixed at $60\frac{1}{4}$ pounds to the bushel, and of South Australia at 62 pounds. The Western Australian standard has not yet been determined but last season it was $61\frac{3}{4}$ pounds.

AUSTRALIAN COMMERCIAL AND FINANCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, March 8, 1928.—The financial returns of the Commonwealth for February, issued by the Treasury, indicate a further reduction in Customs revenue in the first eight months of the fiscal year as compared with the similar period of last year. Receipts for the eight months amounted to £28,934,048 as against £29,365,408 in 1926-27. The decrease for February alone was £289,929, and for the eight months £431,360. The revenue for the expired portion of the financial year was £932,618 less than the estimate. It is stated that the reduction has been caused by diminished buying of luxury articles such as motor cars and player pianos, but the bad season of 1927—and consequent tight finance—has unquestionably been a contributing factor.

Postal revenue (stamps, telegraphs and telephones) for the eight months indicated an increase of £411,410 over the previous similar period. The actual revenue of this Department was £7,961,115.

A few days ago a Commonwealth loan of £8,000,000 for development works, migration, and the redemption of securities was underwritten in London. The interest rate is 5 per cent and the issue price £98, repayable from 1945 to 1975.

Probably before this advice reaches Ottawa the result of the tenders, which closed in London on February 29, for the purchase of the Commonwealth Government line of steamers will have been announced. According to press cablegrams, several tenders were submitted in London, but generally there does not appear to be much interest—outside of shipping concerns in Australia—taken in whatever decision the Government may arrive at.

While drought conditions continue over an area of approximately 200,000 square miles of country in Queensland, and several districts in the southern States are experiencing a shortage of water, the Commonwealth generally has derived great benefit by a bounteous rainfall, thus ensuring grass for winter feed, besides assisting the usual autumnal soil preparation for wheat seeding.

Country trade is now much more active but importers—in view of the existing stringent financial conditions—are placing their oversea orders with exceptional reserve. While some city firms have been compelled to retire from business, and others are being carefully nursed by their bankers, trade generally is—while inactive—upon a sound basis. Given a good season in 1928, the recuperative powers of the country should six months hence disclose at least normal trading conditions.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—Through a slight improvement in oversea markets, Australian wheat has firmed, though the business transacted during the last fortnight has not been extensive. The market is without buoyancy, but growers have rushed their holdings to shipping ports with the view of taking an anticipated advance in price caused, to some extent, by a reduction in ocean freights.

To-day's prices on the basis of a bushel of 60 pounds, f.o.b. steamer, are as follows:—

Victoria (f.o.b. Melbourne, etc.)	5s. 7d. (\$1.36)
South Australia (f.o.b. Adelaide, etc.)	5s. 7d. (1.36)
Western Australia (f.o.b. Fremantle)	5s. 7d. (1.36)

These prices show an increase of from 2d. to 2½d. (4 to 5 cents) per bushel on the quotations on February 8. From the beginning of December to the end of February the total exports of wheat from the Commonwealth were 15,194,577 bushels, which with the combined equivalent of flour aggregated 19,526,721 bushels.

Flour.—Australian flour mills report export business as being almost at a standstill, buying being upon a most limited basis. During the last few days, in sympathy with the advance in wheat, flour prices were increased. It is an anomaly of the trade that an advance in prices frequently leads to active business, as buyers are more likely to buy on a rising—than on a falling—market.

To-day's quotations for standard quality flour, per ton of 2,000 pounds, f.o.b. main Australian ports, are:—

Packed in sacks of 140 to 150 pounds gross	£11	0s. 0d.	(\$53.53)
Packed in hessian bags of 98 to 101 pounds gross	£11	7s. 6d.	(55.36)
Packed in calico bags of 49 pounds gross	£11	17s. 6d.	(57.79)

From December to February, inclusive, the total exports of Australian flour were 90,253 tons.

The milling industry is depressed and, on expert opinion, it is considered that plants are running only at about 50 per cent of their capacity.

Freights.—Parcel (part cargoes) rates on shipments of wheat and flour have recently been further reduced by 5s. (\$1.22) per ton on shipments in May, June, and July to £1 5s. (\$6.09) on wheat and £1 7s. 6d. (\$6.69) per ton on flour to United Kingdom ports.

Apparently the revision has been made by shipowners with a view to attracting wheat to their vessels, as forward business has been difficult to effect on the basis of present prices and previous quotations for freights. It is considered that in making the parcel rates considerably lower than those for cargo, shipowners think it advisable to induce increased parcel trade, and so restrict, to some extent, full cargo shipments.

BULK HANDLING OF WHEAT IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 8, 1928.—A deputation, representative of the Chamber of Agriculture, recently presented a resolution to the State Minister of Agriculture affirming the principle of introducing into the State of Victoria the bulk handling of wheat. It was stated by the deputation that, with the exception of India, Australia was the only wheat-producing country that did not handle its grain in bulk. On a conservative estimate it was stated the loss to the State in bagging wheat was £500,000 yearly. The Minister, in reply, said that although the subject of bulk handling of wheat had been one of political interest for many years and at one time tenders had actually been invited for the construction of a limited system, the present Government had never discussed the matter, but promised consideration and an early reply to the deputation.

The only Australian State in which bulk handling is at present in operation is New South Wales, where the silo system was established in various country districts during war years to provide storage for wheat purchased in 1916 by the British Government. Later these country plants were adapted and converted into up-to-date silos, of which there are now 73 erected, at a total cost (including that of the terminal elevators at Sydney) of about £3,500,000, the work having been designed and supervised by a Canadian firm of elevator engineers.

In 1924 the silos in New South Wales were brought under the control and management of a Wheat Commissioner, who took over the powers of the old silo board, and much progress has since been made. In 1921 there were 28 plants in operation which handled only 1,940,000 bushels, or 3.6 per cent of the total crop. In 1924 the number of plants had increased to 52 and the quantity handled to 6,484,000 bushels, or 19.4 per cent of the crop; and in

1927 to 66 plants and 12,160,000 bushels, or 27 per cent of the crop. As a good crop would approximate 60,000,000 bushels, and there are 320 railroad stations in the State, of which only 73 have been equipped so far with elevators, every effort is being made to develop the system. Already this year seven country elevators have been added, and construction is to average at least eight in each year according to wheat production. The charge to the farmer is $2\frac{1}{2}$ pence (5 cents) per bushel for receiving at country silos, loading into trucks, unloading trucks at terminal silos, weighing and storing there, and delivery on ship, with free storage to the end of July of each year. The working expenses in 1927 were 1.140 pence per bushel, which it is claimed by the management is lower than those of North American elevators. It is anticipated that, when a larger share of the crop is handled, both the costs to the farmer and working expenses will show considerable reduction.

NEW ZEALAND MARKET FOR AUTOMOBILE BATTERIES

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, March 13, 1928.—New Zealand has for several years been one of the more important outlets for the exportable surplus of Canadian-made motor vehicles, and has also furnished a growing demand for automobile tires. The rapidly increasing number of motor cars combined with a distinct disposition to purchase automobile accessories of British manufacture points to increasing opportunities for the development of sales of automobile storage batteries.

MARKET EXTENT

The latest figure of motor vehicle registrations in New Zealand is that of January 31, 1928, when a total of 135,759 motor cars, trucks, and omnibuses had been licensed for operation. Included in this number were 112,654 passenger cars, 21,960 motor trucks, and 1,145 passenger omnibuses. The battery market will naturally be limited by the number of motor vehicles in use, but up to the present at least this number, while comparatively small, has shown no indication of failing to reflect a substantial annual increase.

It is impossible to obtain accurate or detailed statistics of imports of automobile batteries. The total value of imports of all electric storage batteries and cells during the last three years has averaged some £95,000. In this figure are included the import value of dry cell and wet cell batteries for uses other than in automobiles, which may be estimated at some £35,000. The annual value of automobile battery imports thus appears at £60,000.

If this figure be accepted as a conservative approximation of the value of recent annual imports, the consumption capacity of the market may be set at a slightly higher figure. Battery manufacturing is carried on by one fairly important local firm and to a lesser extent by some smaller plants. Including the value of the output of these factories, the value of the total annual consumption may be set at about £75,000.

SOURCE OF SUPPLIES

The United States has supplied the bulk of imported requirements of automobile batteries, although the large proportion of the trade which was in the hands of American exporters during 1924 and 1925 showed marked decreases during the two succeeding years. At present a more or less rough estimate places almost half the trade as of United States origin and the remainder divided almost equally between the United Kingdom and Canada. To a certain extent, the characteristic preponderance of United States batteries has been due to

similar features in the motor vehicle market. An equally important element in the situation has been the lower prices at which the United States product has been offered to the public.

TYPES REQUIRED

The more common types of automobile battery in use in New Zealand are the 6-volt 11-plate and 6-volt 13-plate sizes, together with the 12-volt 7-plate size. Various larger types for use in heavy cars are also in demand, but since the great majority of motor vehicles used throughout the country are of lighter types, the smaller battery is in most common use. It may be noted that many of the light English cars are wired for a 12-volt battery and that great differences in the type of electric equipment are found in English and Continental vehicles, of which considerable numbers are in current use.

An important feature of the market is that batteries in use in all types of vehicles must be designed to give year-round service. The absence of frost in all but a few parts of the country permits the uninterrupted use of both pleasure and commercial vehicles, and batteries should be designed to meet these conditions.

Wooden cases are still used for the lowest-priced batteries. This practice, however, can only be recommended on the ground of economy. Neither the trade nor the buying public look with favour on this type in comparison with the hard rubber variety.

PACKING

Shipment of batteries to New Zealand should be made in strong, conveniently handled cases (four batteries to a case is the common practice). The batteries are preferably shipped uncharged, arrangements being made with local distributors for adequate charging and the testing of all units before sale. Prolonged shipment through the tropics presents various problems affecting the condition of battery materials which should receive careful consideration before trial shipments are attempted.

CURRENT RETAIL PRICES

Retail prices vary from £4 10s. for the lowest quality 11-plate battery to four times that figure for a large capacity 15-plate product. The following prices as quoted by service stations for one of the best-known makes gives a fair indication of the price range:—

11 plate, wood insulated, wooden case	£ 4 10s. 0d.
11 plate, wood insulated, hard rubber	£ 4 15s. 0d.
13 plate, wood insulated, hard rubber	£ 5 10s. 0d. to £ 5 17s. 6d.
13 plate, rubber insulated, hard rubber	£ 7 0s. 0d. to £ 8 0s. 0d.
15 plate, wood insulated, hard rubber	£ 8 15s. 0d.
15 plate, rubber insulated, hard rubber	£10 10s. 0d. to £18 10s. 0d.

The above prices are for batteries ready for use and include the service facilities offered by the various manufacturers through their distributors.

CUSTOMS DUTY

Automobile storage batteries are admitted into New Zealand under item 338 of the revised tariff, which provides for the admission of British-made goods free of duty, while those of other than British origin are taxable at 20 per cent ad valorem. Prior to the recent revision of the New Zealand tariff, this latter figure was 10 per cent. The increase, which became effective last September, has already resulted in a marked expansion in exports of wet cell batteries from Canada. A continuance of the trend during recent months appears likely to terminate in a position where the United States product will be largely replaced by one of Canadian manufacture.

SALES METHODS

The ordinary method of sale is through a merchant who indents the requirements of selected distributors, a policy which resembles closely that adopted by exporters of the great majority of manufactured products. One of the best-known batteries is imported direct by a few of the larger electrical houses who maintain their own battery service stations. Several local engineering and electrical appliance houses have under way plans for the establishment of their own battery service stations in the more important population centres as a means of guaranteeing satisfaction through direct contact with customers, a method which should prove eminently suitable from the point of view of Canadian exporters interested in securing a foundation for substantial export trade.

MARKET PROSPECTS

The present dimensions of the market for automobile batteries appear quite capable of reasonable expansion. Anticipated increases in the general prosperity of the Dominion are leading to a revival of optimism throughout the automotive trade. This is accompanied by an increasing tendency on the part of the buying public to purchase a British product, which sentiment, stimulated by the material preference accorded by the tariff, would point to increased possibilities available for Canadian manufacturers of these goods.

MARKET FOR BEANS, PEAS, AND LENTILS IN SOUTH AFRICA

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, March 9, 1928.—The imports of beans, peas, and lentils both for seed and table use amount annually to \$75,000 or \$80,000 and a further \$17,500 for the split variety. Ordinarily South Africa is self-contained in these food staples, and only in times of drought, such as the past year, do these figures increase to any appreciable extent. Although the crop in the Orange Free State was below the average, that in the Western Province of the Cape suffered severely from the lack of rain, with the result that wholesale prices of these commodities are to-day almost double those ordinarily prevailing. Considerably increased imports from Australia have tended to keep the price of local supplies down to a reasonable figure.

The imports of beans, peas and lentils other than split, all three of which are lumped in the Customs trade returns, in 1926 amounted to 1,714,602 pounds valued at £15,751, giving an average f.o.b. steamer price to the overseas supplier of 4.4 cents per pound. There is, however, a marked difference in the prices paid for the varieties imported from various countries. In values, Great Britain heads the list with a share amounting to £3,628 for 137,971 pounds. Kenya is second with £3,425, but this amount covers a total weight of 687,122 pounds. Australia is third with £3,117 and weight 272,406 pounds, followed by Portuguese East Africa with £1,613 and 294,297 pounds. India comes next with £1,103 and 130,980 pounds. Beyond these countries, no other obtains any appreciable amount of the trade.

In split peas, beans and lentils, which are separately classified, India obtains over 50 per cent of the business. In 1926, her share was 225,517 pounds valued at £1,997 out of a total import of 376,288 pounds valued at £3,636. Egypt is next with £342 and 26,404 pounds, followed by Great Britain (£324 and 19,706 pounds), Holland (£310 and 29,134 pounds), Germany (£270 and 28,317 pounds), and New Zealand (£213 and 26,516 pounds). One or two

other countries figure in the returns to a small extent. Although the import figures for 1927 will not be available for about two months, it is expected that they will show an increase over those of the preceding year due to the drought in the Cape.

The most popular varieties of beans for which there is a market in the Union at present are Canadian Wonder bean, Natal bean, Painted Lady sugar bean, and the large white butter bean. Importers have found it difficult to obtain supplies of Canadian Wonder, which is noted for producing large crops of green beans for table use. The demand is for seed principally, as this variety is scarcely used for table use in its dried state. It is a long red bean shaped somewhat like a kidney bean but smaller in size.

The Painted Lady bean is very popular both for seed and table use and commands a premium of about \$5 a bag of 200 pounds over any other variety. In the South of France this variety is known as the Eagle bean. Both names are due to its appearance as one half is a plain creamy white, the remainder being a light brown, irregularly daubed with dark red specks and lines. The production in the Cape Province averages about 20,000 bags of 200 pounds each per annum, but this year's crop will not exceed 3,000 bags. The average wholesale price is 42s. 6d. (\$10.34) per bag as compared with the present price of 75s. (\$18.25). A good market for this variety exists at all times, whatever may be the Union crop.

Both the Natal (pink-speckled) and the large white Butter bean are fairly popular, but except in periods of drought local supplies are usually sufficient to fill the demand. Another popular variety is the White Kidney, to which the same conditions apply. This is probably the most plentiful of any variety in South Africa. With the exception of the Transvaal, the ordinary white bean is not in much demand and there is little or no import of this variety.

The popular types of peas are the different varieties of Marrowfats, both for table and seed use, and the small green pea for table use. Most of the imported peas originate in Australia, but ordinarily South Africa is self-contained except for seed purposes. The two most popular varieties are "Stratagem" and "Yorkshire Hero." As these are universally known and grown, price is the main factor governing their import. The normal wholesale price is from 32s. 6d. (\$7.91) to 35s. (\$8.52) per bag of 200 pounds net, but this year it has risen to an average of 45s. (\$10.95).

The type of packing desired is the 200-pound bag of strong Hessian, preferably enclosed in a second bag for the sake of safety. Most importers are willing to pay 35 cents extra for this double cover as it ensures the safe arrival of the goods and as well they are more acceptable to the shipping companies. All shipments of seed must be covered with a Government certificate guaranteeing the percentage of germination. Wherever possible South African importers place their seed business in countries where this guarantee can be obtained and they readily absorb the extra charge for the certificate. Canadian exporters who are interested in this market should forward samples and prices c.i.f. South African ports to this office. The prices must be based on a bag of 200 pounds net weight both for beans and peas, but although a bag of 200 pounds weight is preferred, the usual Canadian packing will be acceptable. Attention is specially directed to the demand for "Canadian Wonder" and "Painted Lady". Samples of these two varieties may be obtained by interested exporters on application to the Department of Trade and Commerce, Ottawa (quoting File No. T.C.-9-105). In replying exporters should give a short history, for the benefit of South African growers, of any variety they are offering.

ECONOMIC CONDITIONS IN INDIA

TRADE COMMISSIONER H. R. POUSSETTE

Calcutta, February 23, 1928.—In the review of the trade of India for the year 1926-27 issued by the Department of Commercial Intelligence and Statistics it is shown that the exports for that as compared with the previous year declined from 385 crores* (\$1,386,000,000) to 309 crores (\$1,112,400,000). This was equal to about 20 per cent. The reason for this fall is attributed by the Director-General of Commercial Intelligence and Statistics principally to the drop in the value of cotton and jute, which are amongst the most important of India's products.

The value of imports for the year ending March, 1927, amounted to 231 crores (\$831,600,000) as compared with 226 crores (\$813,600,000) for the previous year.

The result of the year's trading shows a balance in favour of India of 79 crores (\$284,400,000), a considerable drop in comparison with the previous year, when the credit balance of trade was no less than 161 crores (\$579,600,000).

CHARACTER OF EXPORTS

While the value of the exports showed a serious decrease, nevertheless Indian trade is on a sound basis, since her products are those which are in steady demand by a very large part of the world. It may not be out of place to enumerate those commodities. They are made up of jute both raw and manufactured, cotton raw and manufactured, grain, pulse and flour, tea, seeds of various kinds, leather, metals and ores, hides and skins, wool raw and manufactured, raw rubber, oilcakes, opium, paraffin wax, wood and timber, spices, coffee, manures, and a number of others in which the trade is comparatively unimportant. While some of these products, such as cotton and jute, are undoubtedly subject to great fluctuations, these variations where serious are usually only temporary, as will be seen by comparing the prices over a number of years.

CHARACTER OF IMPORTS

Indian imports are largely made up of manufactured goods. Last year the proportion was estimated at 72.8 per cent, a drop of about $1\frac{1}{2}$ per cent as compared with the previous year. The more important of the imports are composed of the following: cotton piece goods and cotton twist and yarn, sugar, iron and steel, machinery and millwork, railway plant and rolling stock, hardware, mineral oils, and automobiles.

ECONOMIC CHANGES

During the year under review the most important economic events which occurred were the recommendation of the Royal Commission of Indian Currency and Finance to fix the exchange value of the rupee at 1s. 6d., and the gold bullion standard, and some changes in the custom tariff.

Not many changes have been made in the tariff; two of these affect trade between the Dominion and this country. The import duty on motor cars was reduced from 30 per cent to 20 per cent, and on motor tires from 30 per cent to 15 per cent. Another change in the tariff was that respecting steel. The Tariff Board, after an exhaustive inquiry into the question of a continuance of protection for the steel industry in India, made certain recommendations. One

* A crore of rupees equals 100 lakhs (1 lakh=\$100,000), and, taking a rupee at 1s. 6d., is equal to \$3,600,000.

of these recommendations is important in that it introduced to a small extent the principle of preference, although the board were particular to point out that this departure was governed solely by economic considerations. This preference was granted to British steel—that is steel entering from the United Kingdom. The British product was regarded as of standard quality. Both of these changes in the tariff have been referred to in special reports, one on the automobile trade and one on the Steel Industry Protection Act, 1924, which have been published in the *Commercial Intelligence Journal*.

CANADA'S SHARE OF IMPORT TRADE

According to Indian trade returns, imports from Canada for the year ending March 31, 1927, amounted to 169 lakhs (\$6,084,000) as compared with 130 lakhs (\$4,680,000) for the previous year, 99 lakhs (\$3,564,000) for the year ending March 31, 1925, and 1 lakh (\$36,000) in the year before the war. These figures do not agree with those issued by the Dominion Bureau of Statistics, so far as a comparison can be made. In comparing the figures compiled by statistical departments in each country for exports from Canada to British India, and imports into India from Canada, exactly the same periods cannot be taken, owing to the time which must elapse for the transportation of merchandise between the two. Merchandise exported from Canada in one month should ordinarily enter India two or three months later, but for the purpose of comparison the time cannot be taken as two months. Taking the Canadian figures for exports for the year ending March, 1927, for the purpose of approximate comparison, a difference is shown of \$3,404,000. The Canadian figures record exports of \$9,995,386, whereas the Indian figures record imports from Canada of \$6,591,000. Even allowing that the Canadian figures should be taken for the year ending January 31, 1927, instead of March, 1927, and that the exports during the two months February and March might have been lower, there would still be a substantial discrepancy. The reason for this can fairly safely be ascribed to the fact that a substantial volume of Canadian merchandise is exported from the port of New York and is consequently credited to the United States in the Indian returns. To further demonstrate that there is a very considerable difference, the figures for Indian imports for the first eight months of the year—that is up to the end of November, 1927—can be taken. In those figures Canada is credited with a trifle over 109 lakhs (\$3,924,000) as compared with a little under 108 lakhs (\$3,888,000) for the previous year. For the purpose of comparison these figures can be put beside the figures recording exports from Canada to British India for the eight months commencing with February and ending with September, 1927. The Canadian figures for this period are \$8,077,000, which are double those mentioned just above. Even the Canadian figures for exports to British India for the first six months of the present financial year are \$1,748,000 in excess of the Indian figures for exports from Canada for eight months.

COMPOSITION OF IMPORTS FROM CANADA

The principal exports from Canada are automobiles and motor covers and inner tubes. Other articles, which though less important have a fairly substantial sale, are canvas shoes with rubber soles, sugar, calcium carbide, woven wire fencing, clocks and watches, lamps, railway plant, and lumber. In the following there is a small trade but one capable of development: iron piping, pine lumber, canned salmon and sardines, bacon and ham, tinned meat, confectionery, fresh fruits, rye whisky, needles for knitting machines, stationery, rubber hose, rubber belting and rubber gloves, zinc, aluminium, automobile accessories, radio equipment and porcelain insulators.

While last year 5,400 tons of sugar were imported from Canada, it is hardly likely that this could be expected to grow into a steady trade owing to the proximity of Java, which seems to be a natural source for the amount of sugar which India has to import over and above her own production. The Canadian sugar which has come into India was well liked and was able to command a slightly increased price in this market. The sugar trade in the Indian market during the past year has been much disorganized, partly owing to unsettled conditions in China. That country, owing to disturbed conditions, was unable to take its usual quantities of sugar from Java, which led to the product of the latter country being pressed upon this market.

In recent years a fair trade has been done in creosoted Douglas fir sleepers, but latterly this has fallen off. The tendency of Indian railways is to utilize as far as is economically possible native woods, and this combined with high shipping rates has brought the business to an end, at least temporarily.

The imports into Canada from India are made up principally of tea, hessian cloth, or burlap and gunnies.

OPPORTUNITIES

Undoubtedly there are opportunities in India for the introduction of Canadian products, and an increase in the trade of those already on the market to an extent that is probably very little realized in the Dominion. It seems fairly safe to say that in the whole world there are no markets less known to Canadian exporters than those of the Middle East.

In some lines as mentioned above a satisfactory trade has been done, but in others for various reasons the business is exceedingly small. Some of the articles which might be introduced or in which the trade might be increased are belting, leather, certain lines of provisions, shortening (of which large quantities are used), road-making machinery, metal culverts, certain automobile accessories, wire cloth, electrical materials, lanterns, refrigerators, piping and tubing, spraying machines, artificial silk, piece goods, toilet articles, brushware, manures, bobbins, aluminium, machinery (such as woodworking) and machine tools, agricultural implements and machinery, steel rails, proprietary medicines, wallboards if able to withstand the damp climate, hosiery, underwear, packing and jointing, asbestos tiles, stationery, newsprint, and pulp.

It might be thought that Canada with its immense production of newsprint would have a prominent place in the newsprint trade of this country. Such, however, is not the case, owing for one thing to certain requirements that are not convenient to Canadian mills, and for another to the low shipping rates enjoyed by Continental paper.

Possibly there are insuperable obstacles that will prevent the development of trade in some of the articles mentioned above, yet Canada's trade statistics show that most of those mentioned are being exported to countries where the competition should be just as keen as it is in India, and where no one country has an advantage over another. Probably it resolves itself into lack of interest which is not so much the fault of the Canadian exporter, as the fact that his interest has not yet been sufficiently awakened, or he has not become sufficiently seized of the future value of the Indian market.

REPRESENTATION

It would be of no little help to Canada's trade if exporters would send out representatives to study and canvass the markets of India and Ceylon. Importers point out that while British, American, and Continental manufacturers cover this country with representatives and salesmen, it is rare to find

one from Canada, and they also emphasize the fact that it is very seldom that a representative coming to this market with a line that is saleable and competitive will not return highly satisfied with his venture.

DIRECTION OF TRADE

The United Kingdom has a predominating position in India's trade both as regards imports and exports, but in the latter to a much lesser degree than the former. While the imports from the United Kingdom for the year ending March last were 47.8 per cent of the total, which shows a substantial share, it marks a serious decrease as compared with pre-war trade and even as compared with the last two years. In the year 1913-14 the imports from the United Kingdom were 64.1 per cent of the total. In the year ending March, 1925, they were 54.1 per cent, and for the year ending March, 1926, 51.4 per cent. From this it will be seen that the United Kingdom has been steadily losing ground. The reason for the drop in the last two years appears to be principally due to the smaller purchases of piece goods. Germany has slightly increased her share of the trade as compared with pre-war years and is 1.4 per cent higher than in 1925-26. The United States have been steadily improving their position so far as imports into this country are concerned. In 1913-14 the share of that country was 2.6 per cent; in 1924-25, 5.7 per cent; in 1925-26, 6.7 per cent; and in the year ended last March, 7.9 per cent. Japan has also improved her pre-war position, when her share was 2.6 per cent. In the year ended last March it was 7.1 per cent, which showed a drop of 0.90 per cent as compared with the previous year. The balance of the imports was distributed over a considerable number of countries.

Canada's share is small, although for reasons already stated not quite so unimportant as would appear to be indicated by the Indian statistics.

EXPORTS

The United Kingdom took 21.5 per cent of India's exports in the year closing last March, which is about the same as the year before but 5 per cent less than in the year 1924-25. The next best customer of India was Japan with 13.3 per cent., and following that the United States with 11.1 per cent. Both Japan and the United States have been steadily increasing their purchases from this country as compared with pre-war years.

UNITED STATES TRADE

Imports from the United States are made up principally of mineral oils, raw cotton, machinery, motor cars, hardware, and iron and steel. The exports to the United States consist principally of raw manufactured jute, lac, raw hides and skins, tea, castor seeds, and mica.

The total for the year 1926-27 is given as something over 18 crores of rupees, or say \$65,000,000 in Canadian currency, against 15 crores in 1925-26. If from this be taken away the imports of raw cotton and mineral oils, it brings the total down to something above 11 crores, or say something over \$39,000,000. This compares for all goods, apart from raw cotton and mineral oils, with Canada's \$10,000,000 to \$12,000,000, taking the figures of the Dominion Bureau of Statistics for reference.

The United States in their trade with India have the advantage of good steamship connections, and a substantial number of American firms have their own offices.

TRADE OF ST. VINCENT, 1927

ACTING TRADE COMMISSIONER R. T. YOUNG

(£1 = \$480.)

Port of Spain, March 17, 1928.—The trade of St. Vincent for the year ending December 31, 1927, amounted to £317,310 as compared with £361,926 in the previous year, a decrease of £44,616. Of the total trade for 1927, imports accounted for £172,097 as against £203,506 in 1926, a decrease of £31,409.

The following table shows the trend of trade in 1927 compared with 1926, from which it will be noted that while the values of imports from the various countries have decreased the proportion credited to each country has remained practically the same. It will be further observed that in the year under review Canada moved from third to second place, although imports placed to her credit were over £4,000 less in value.

	1926	Per Cent	1927	Per Cent
United Kingdom	£ 67,325	33.08	£ 55,812	32.43
United States	46,737	22.97	36,663	21.30
Canada	45,373	22.29	40,540	23.56
Newfoundland	6,071	2.99	4,471	2.60
Other countries	38,000	18.67	34,611	20.11
	<u>£203,506</u>	<u>100.0</u>	<u>£172,097</u>	<u>100.0</u>

Under the classification "Food, Drink and Tobacco", of a total importation of £64,104, Canada supplied £27,791. The next largest source of supply was the United Kingdom with £9,945. The balance was divided principally between other Caribbean colonies, the United States, and Newfoundland.

Imports of raw materials and articles mainly manufactured totalled £16,735. The United States under this heading was the principal source of supply, furnishing £10,925, while Canada's share amounted to only £2,011.

Imported articles wholly or mainly manufactured totalled £84,954, the United Kingdom being the main source of supply with £45,136, followed by the United States with £21,860, Canada holding third place with £10,738.

Of miscellaneous and unclassified goods the total imports were £6,304. These reached the colony almost entirely by parcel post. Countries of origin are not given in the returns.

It will be observed that Canada's interest in the trade of this colony is confined almost entirely to foodstuffs and articles wholly or mainly manufactured. Therefore the following comparative tables of the more important individual items imported under these classifications may be of interest:—

Articles	Quantities		Value		Canada, 1927			
	1926	1927	1926	1927	Quantity		Value	
Bread, biscuits and cakes .lbs.	160,022	136,240	£ 3,342	£ 2,926	—	11,465	—£ 376	
Butter lbs.	44,593	40,972	3,323	2,938	+	8,122	+	685
Cheese lbs.	10,447	7,723	552	438	—	7,656	—	433
Fish of all kinds—								
Canned or preserved in jars								
or bottles lbs.	15,513	9,882	448	362	—	8,291	—	275
Other kinds lbs.	626,754	611,681	8,250	6,562	+	196,301	—	2,081
Oats lbs.	31,360	31,200	174	188	—	30,400	+	183
Flour (wheaten) lbs.	2,417,527	2,332,229	22,186	19,536	—	2,330,289	—	19,511
Lard and lard substitutes . lbs.	36,727	42,114	1,149	1,187	—	17,821	—	502
Meat, salted and pickled . . lbs.	** 53,010	** 45,781	1,565	1,266		* 7,350		* 293
Vegetables, onions and garlic lbs.	† 25,218	25,073	289	238	+	36,613	—	279
Lumber—								
Spruce and white pine sq. ft	1,062,847	676,255	11,934	8,286	—	141,796	—	1,712
Shingles	474,000	561,800	601	690	+	301,750	+	285
Boots and shoes doz.	1,477	1,364	3,715	3,524	+	686	+	1,505
Cattle and other animal foods lbs.	80,767	82,591	500	493	+	82,505	+	492
Cement tons	850	806	3,133	3,358	+	538	+	2,252
Soap, common lbs.	206,309	172,235	3,050	2,681	+	21,500	+	332

+ or — indicates an increase or decrease in imports from Canada as compared with 1926; * does not include bacon and hams; ** bacon and hams included; † figures available incomplete.

PRESENT STATUS OF THE ELECTRICAL INDUSTRY IN ITALY

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, March 13, 1928.—The financial importance of the electrical power plants in Italy is indicated by the large capital invested in the hydro-electric companies. The investment has steadily risen from 559 million lire in 1914 to 1,270 million in 1919, 3,603 million in 1924, 6,200 million in 1926, and 6,500 million at the end of June, 1927. If are included the 80 million dollars of foreign loans which this industry has secured, mainly in the United States, the capital investment now amounts to over 580 million dollars. It is estimated that another thousand million dollars will be required before all Italy's hydro-electric resources are utilized.

During the last seven years the consumption of electric power in Italy has doubled. In 1919-20, 312 million kwh. were used for lighting, and 3,384 million for other purposes, a total of 3,696 million kwh. In 1926 the per capita consumption of electricity was estimated at 185 kwh. per annum, a figure susceptible of a great increase when the works under construction or planned for the electrification of central, and more especially of southern Italy and the Islands are completed.

Hydro-electric plants which will increase the present annual output by 3,000 million kwh. are now under construction and will gradually come into work in the course of the next four years. It has been estimated that by fully utilizing the water available for power purposes in the Alps and the Apennines a total approximating 26,000 million kwh. of electric power could be generated.

To ensure full utilization, the hydro-electric plants must be integrated by a certain number of powerful steam generating plants, some of which have been erected while others are now being planned. Their assistance is required to make up for the deficiency of water power in years of scanty rainfall.

The Italian electrical industry is highly organized, and is centred around twelve important corporations. This concentration in the hands of a few companies has favoured the development of important high-tension lines by which the different systems are interconnected. Hundreds of miles of lines at 130-140 thousand volts are already working. A 220,000-volt line is now being laid from Bolzano to Cislago in North Italy, a distance of 270 kilometres.

FOOTWEAR MARKET IN PORTUGUESE WEST AFRICA

It is estimated that there are about 50,000 people in the colony of Angola, Portuguese West Africa, who purchase boots and shoes, this number consisting for the most part of Europeans. The bulk of supplies come from Portugal, but France has a small share of the trade, and Germany does some business in cheap canvas shoes. In 1925, the last year for which statistics are at present available, total imports of footwear amounted to 42,021 kilos.

The principal demand is for men's shoes in tan colours, preferably with medium square toes; crêpe rubber soles are becoming popular. The best demand is for shoes selling at about 25s. There is a considerable demand for strong working shoes, and an increasing market is to be found for cheap canvas shoes, with either leather or rubber soles, which are used by both Europeans and natives. It is possible that there might be a good market for white canvas shoes with light crêpe soles, if put on the market at a competitive price. As there are no wholesale distributors of footwear in Angola, boots and shoes are imported by retailers, to whom trade catalogues, etc., in the Portuguese language, should be supplied.

SIAMESE FOREIGN TRADE

The British Consul-General at Bangkok reports that according to the latest statistics available the values of imports and exports for the year ended March 31, 1927, were approximately 196.5 million ticals (1 tical = \$0.4575 at present rate of exchange) and 239.3 million ticals. These figures include the overland trade on the Southern frontier, but not the trans-frontier trade with Burma and Indo-China, which is still comparatively negligible. Bangkok's share of the imports and exports amounted to 175½ million ticals and 197.6 million ticals respectively. In other words over 85 per cent of the whole trade of the country passes through the capital. The British Empire's share in the imports was approximately 108 million ticals, of which Hong Kong, the United Kingdom, and Singapore were responsible for 39½ million ticals, 24.8 million ticals, and 23.9 million ticals respectively. China, Japan, Germany, and the United States were responsible for 17.9 million ticals, 9.2 million ticals, 8.3 million ticals, and 5.4 million ticals respectively. In reading these figures, however, it should be remembered that they reveal commercial exchanges and not spheres of production. Roughly speaking it may be said that goods arriving from Singapore are of European, and especially United Kingdom, origin; those coming via Hong Kong are mainly from China, Japan, and the United States.

NEW SOUTH AFRICAN BUDGET AFFECTS TARIFF

A cablegram has been received from Mr. G. R. Stevens, Canadian Government Trade Commissioner at Cape Town, South Africa, reading as follows:—

"The budget of April 4 shows a surplus of £1,750,000 of which £1,250,000 is remitted by reduced taxation. There is £500,000 in tariff reductions covering 38 items. This includes 5 per cent of hosiery, passenger automobiles, and handles of wood. There are no other items of particular Canadian interest. There are no important increases."

The items most likely affected, with the rates of duty that have been in force, are:—

Item No.	Rate of Duty	
70. Hosiery, namely: socks and stockings... ad val.	10%	(Canada and United Kingdom)
	15%	(Other countries)
129. Motor cars—		
(a) of a free on board value not exceeding £400 ad val	20%	
(b) of a free on board value exceeding £400 but not exceeding £600... .. ad val.	22%	
(c) of a free on board value exceeding £600 ad val.	25%	
270. Handles, wooden, for picks, shovels, mechanics' tools and agricultural implements... .. ad val.	5%	

REGULATION AFFECTING MARKING OF METAL FURNITURE ENTERING GREAT BRITAIN

The British Board of Trade have directed that the marking requirements of the Merchandise Marks Imported Goods Order, 1927, (see *Commercial Intelligence Journal* No. 1248 of December 31, 1927, page 940), will cease to apply to imported cabinet furniture of metal which is either too small to be marked effectively or the ornamental appearance of which would be impaired by marking. This is conditional on the articles being sold and exposed for sale in a container having an indication of origin printed upon it in a conspicuous manner.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING APRIL 10

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 10, 1928. Those for the week ending April 2, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending	Week Ending
			April 2, 1928	April 10, 1928
Austria.	Schilling	.1407	\$.1412	\$.1412
Belgium.	Belga	.1390	.1395	.1395
Bulgaria.	Lev	.1930	.0075	.0075
Czecho-Slovakia.	Krone	.....	.0296	.0296
Denmark.	Krone	.2680	.2678	.2680
Finland.	Markka	.0252	.0252	.0252
France.	Franc	.1930	.0393	.0393
Germany.	Reichsmark	.2382	.2389	.2389
Great Britain.	£	4.86½	4.8749	4.8741
Greece.	Drachma	.1930	.0132	.0132
Holland.	Florin	.4020	.4025	.4026
Hungary.	Pengo	.1749	.1750	.1750
Italy.	Lira	.0526	.0527	.0527
Jugo-Slavia.	Dinar	.1930	.0176	.0176
Norway.	Krone	.2680	.2668	.2670
Portugal.	Escudo	1.0805	.0445	.0445
Roumania.	Leu	.1930	.0062	.0063
Spain.	Peseta	.1930	.1680	.1680
Sweden.	Krona	.2680	.2683	.2684
Switzerland.	Franc	.1930	.1925	.1925
United States.	\$	1.0000	.9992	.9990
Argentine Rep.	Peso (Paper)	.4244	.4280	.4280
Brazil.	Milreis	.5462	.1206	.1206
Chile.	Peso	.1217	.1228	.1225
Colombia.	Peso	.9733	.9780	.9728
Mexico. . . . .	\$	.4985	.4880	.4880
Peru.	Libra	4.8665	3.9100	3.9700
Venezuela.	Bolivar	.1930	.1928	.1930
Uruguay.	Peso	1.0342	1.0312	1.0362
Cuba.	Peso	1.0000	.9990	.9992
Batavia, Java.	Guilder	.4020	.4020	.4025
China.	Tael	.....	.6318	.6325
India.	Rupce	.3650	.3675	.3675
Japan.	Yen	.4985	.4785	.4790
Siam.	Tical	.3709	.4575	.4575
Singapore, Str. Settlements. . . . .	\$	.5678	.5662	.5750
Jamaica.	£	4.86½	4.8800	4.8800
Barbados.	\$	} 1.0000	1.01—1.02	1.01½—1.02¼
British Guiana.	\$			
Trinidad.	\$			
Other British West Indies.	\$	1.0000	1.00—1.02¼	1.00 —1.02¼

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

314. HONEY.—Edinburgh firm desire samples and c.i.f. Glasgow quotations on Canadian honey in combs or sections.

315. HONEY.—Edinburgh firm desire samples and c.i.f. Glasgow quotations on Canadian strained honey.

316. **CANNED FRUITS.**—Amsterdam firm desire to establish connections with Canadian exporters of canned fruits.

317. **CANNED FISH.**—Amsterdam importer desires to hear from Canadian exporters of canned lobsters and pilchards.

318. **PILCHARDS.**—Amsterdam importer is desirous of representing Canadian packers of canned pilchards for the sale of these products in the Dutch East and West Indies.

319. **CANNED LOBSTER.**—A North of England firm conversant with the lobster trade are interested in getting in direct touch with Canadian exporters for the coming season and invite correspondence from firms not already represented on this market.

320. **LARD AND HAM.**—A firm in Caracas, Venezuela, are desirous of representing Canadian exporters of these commodities.

321. **PACKING-HOUSE PRODUCTS.**—A firm of commission merchants in Stockholm, Sweden, are anxious to secure the representation of Canadian exporters of packing-house products.

Miscellaneous

322. **FEEDING STUFFS.**—A firm of brokers in Hamburg, Germany, are desirous to act as representatives of Canadian exporters of all kinds of feeding stuffs, especially bran, oilcakes, grain, fish meal and fish oil.

323. **SAUSAGE CASINGS.**—A firm of commission merchants in Stockholm, Sweden, are anxious to secure the representation of Canadian exporters of sausage casings.

324. **BROOM HANDLES.**—A firm of Birmingham importers desire quotations on broom handles 48 by 1 $\frac{1}{16}$ and 50 by 1 $\frac{1}{8}$. Quotations to be in sterling c.i.f. Liverpool and not c.i.f. Avonmouth.

325. **WASHING MACHINES.**—A Birmingham firm with a large number of travellers on the road desire particulars of Canadian offerings on hand-operated washing machines. Quotations to be c.i.f. Liverpool; not c.i.f. Avonmouth.

326. **ELECTRIC WASHING MACHINES.**—A firm of manufacturers' representatives and importers desire to hear from firms in a position to supply large electric washing machines for laundries.

327. **MOTOR ACCESSORIES.**—A Birmingham manufacturer of motor accessories desires to hear from Canadian exporters of same with a view to representation in England; these to be sold with his own limited lines.

328. **IRON SHEETS.**—Amsterdam firm would like to hear from Canadian manufacturers of galvanized corrugated and plain iron sheets with a view to trading in Holland as their representative, as well as in the Dutch East and West Indies.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From St. John

To ANTWERP.—Canadian Explorer, Canadian National SS., April 26; Marburn, Canadian Pacific, April 19.

To CARDIFF AND SWANSEA.—Canadian Hunter, Canadian National SS., April 21.

To LIVERPOOL.—Minnedosa, Canadian Pacific, April 20.

To LONDON.—Canadian Explorer, Canadian National SS., April 26; Beaverburn, Canadian Pacific, April 21.

To MANCHESTER.—Manchester Citizen, Furness Line, April 21.

To SOUTHAMPTON.—Marburn, Canadian Pacific, April 19.

To COPENHAGEN AND BALTIC PORTS.—Ivar, Scandinavian-American Line, April 20.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Josey, April 20; Invernia, May 4—both Ocean Dominion; Canadian Carrier, April 21; Canadian Pathfinder, May 5—both Canadian National SS.

From Halifax

To LIVERPOOL.—Newfoundland, Furness, Withy, May 5.

To MANCHESTER.—Manchester Citizen, Furness, Withy, April 23.

To ST. JOHN'S, Nfld.—Newfoundland, Furness, Withy, May 5; Nerissa, April 24; Rosiland, May 1—both Red Cross Line; Farnorth, Farquhar SS., April 21, May 5.

To SOUTH COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., April 21, May 5.

To ST. PIERRE-MIQUELON.—Skipper, April 21; Farnorth, April 21, May 5; Sambro, May 12—all Farquhar SS.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, April 20; Canadian Carrier, May 4—both Canadian National SS; Italia, April 27; a steamer, May 11—both Ocean Dominion.

To AUSTRALIAN PORTS.—Canadian Conqueror, Canadian National SS., April 28.

To NEW ZEALAND PORTS.—Canadian Challenger, Canadian National SS., April 25.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, April 18; Andalusia, May 2—both Pickford & Black.

From Quebec

To ANTWERP.—Montnairn, Canadian Pacific, May 5.

To SOUTHAMPTON.—Megantic, April 25; Montnairn, May 5; Empress of Scotland, May 9—all Canadian Pacific.

To HAMBURG.—Montroyal, April 25; Empress of Scotland, May 9—both Canadian Pacific.

From Montreal

To ANTWERP.—Canadian Ranger, May 5; Canadian Mariner, May 15—both Canadian National SS.

To AVONMOUTH.—Concordia, Anchor-Donaldson, May 5; Nessian, White Star Line, May 12.

To BELFAST AND DUBLIN.—Carrigan Head, Head Line, May 15.

To CARDIFF AND SWANSEA.—Canadian Aviator, May 4; Canadian Rancher, May 18—both Canadian National SS.

To GLASGOW.—Carmia, April 27; Letitia, May 4; Carrientes, May 11—all Anchor-Donaldson; Melita, April 28; Bothwell, May 10—both Canadian Pacific.

To HULL.—Bay State, May 3; Ariano, May 16—both Furness Line.

To LIVERPOOL.—Calgarie, April 28; Regina, May 5; Laurentic, May 12—all White Star Line; Montclare, April 27; Montrose, May 4; Montcalm, May 11—all Canadian Pacific; Antonia, April 27; Andania, May 11—both Cunard Line.

To LONDON.—Canadian Ranger, May 5; Canadian Mariner, May 15—both Canadian National SS.; Megantic, May 3; Albertic, May 17—both White Star Line; Beaverburn, April 27; Beaverdale, May 4; Beaverbrae, May 11—all Canadian Pacific; Arania, April 27; Ascania, May 4; Alaunia, May 11—all Cunard Line; Bay State, Furness Line, May 3.

To MANCHESTER.—Manchester Regiment, May 4; a steamer, May 10—both Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnglen, May 11; Cairnross, May 11—both Cairn-Thomson Line.

To SOUTHAMPTON.—Megantic, May 3; Albertic, May 17—both White Star Line.

To BORDEAUX AND HAVRE.—Laval County, County Line, May 5.

To BREMEN.—Cairndhu, Cairn-Thomson Line, May 5; Lahn, North German Lloyd, May 12.

To COPENHAGEN AND BALTIC PORTS.—Kentucky, Scandinavian-American Line, May 12.

To NORWEGIAN PORTS.—Idefjord, Norwegian-American Line, May 18.

To ROTTERDAM.—Grey County, County Line, May 10.

To AUSTRALIAN PORTS.—Canadian Leader, Canadian National SS., May 19.

To NEW ZEALAND PORTS.—A steamer, New Zealand SS., May 16.

To SOUTH AFRICAN PORTS.—Cariboo, Elder Dempster Line, May 15.

To ST. KITTS, ANTIGUA, BARBADOS, TRINIDAD AND DEMERARA.—Canadian Spinner, April 28; Canadian Runner, May 10—both Canadian National SS.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Canadian National SS., May 2.

To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National SS., April 26, May 10.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, April 26; Empress of Canada, May 17—both Canadian Pacific.

To YOKOHAMA, KOBE, DAIKEN AND SHANGHAI.—Paris Maru, April 24; Africa Maru, April 30; Arabia Maru, May 14—all Osaka Shosen Kaisha.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Teucer, April 24; Tyndareus, May 15—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, May 2.

To AUCKLAND, WELLINGTON, LITTLETON AND DUNEDIN.—West Togus, American-Australian-Orient Line, May 13.

To MELBOURNE, SYDNEY AND BRISBANE.—West Carmona, Oceanic and Oriental Navigation Co., April 29.

To HAVRE, ANTWERP AND BORDEAUX.—A steamer, Cie. Gle. Transatlantique, April 19.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Navigazione Libera Triestina, May 9.

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To KINGSTON (JAMAICA), PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), POINTE-A-PITRE (GUADELOUPE).—Uranienborg, Canadian Transport Co., April 26.

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Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

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"TRADE OF THE AFRICAN SUB-CONTINENT"

The series of reports under the above title which have been recently appearing in the *Commercial Intelligence Journal*, by Mr. G. R. Stevens, Canadian Trade Commissioner in South Africa, has been reprinted as a pamphlet and is available for distribution. This pamphlet will be sent free to subscribers to the *Commercial Intelligence Journal*, but only on special application being made to the Department of Trade and Commerce, Ottawa. The price to other than subscribers to the *Commercial Intelligence Journal* is 25 cents. Remittances should be addressed to the King's Printer, Government Printing Bureau, Ottawa.

ITALIAN TRADE IN 1927

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, March 24, 1928.—The year 1927 closed in Italy with a 34 per cent reduction of the trade deficit, which stood at 4,759,100,000 lire against 7,214,300,000 lire in 1926. In 1927 Italian imports and exports amounted respectively to 20,373,800,000 and 15,614,700,000 lire; those for 1926 to 25,878,800,000 and 18,664,500,000 lire. The considerable sum of 2,455,200,000 lire has therefore been written off the debit side.

A comparison between the import and export figures for the two years shows a 21.5 per cent reduction in imports and a 16 per cent decline in exports. But if such comparisons are to be used as an index to industrial and trade condi-

tions, several other points must be taken into consideration. It is true that the official statistics place the value of Italian exports for 1926 at 18,664,500,000 lire, and for 1927 at 15,614,700,000 lire, but the data are not properly comparable, for in studying the returns for 1926 the Central Institute of Statistics was forced to the conclusion that exporters in their declarations had under-valued their goods to the extent of about 15 per cent, whereas the official returns for 1927 have been compiled more carefully and are not subject to this under-valuation. Consequently, in comparing the returns for 1927 with those for the previous year, the latter should be increased by 15 per cent. If this is done, it will be seen that exports in 1927 fell off as compared with 1926 not by 3,049,800,000 lire but by approximately 5,849,000,000.

But here again conclusions based upon this figure would be valueless, for it fails to take into consideration the variations in exchange rates. During the periods under consideration money values in Italy have been subject to wide fluctuations. In the first four months of 1926 the pound sterling was worth about 120 lire; it rose to an average of 148 in August, and then gradually declined to 109 in December of that year, at which level it remained during the first three months of 1927. In April the quotation fell below 100, and from May onwards it was stabilized *de facto* around 90. Thus the average value of the pound sterling fell from 126 in 1926 to 94.25 in 1927—that is to say, the value of the lira appreciated by approximately 25 per cent. Although changes in currency values are not immediately reflected in prices, nevertheless they affected them very considerably, and it is found that the average price index for exports, which stood at 626.52 in 1926, fell to 500.4 in 1927—a 20 per cent reduction. This would go to show that at least seven-tenths of the decline in export values in 1927 is accounted for by the decline in prices expressed in paper lire.

The statistics of exports expressed in quantities—4,365,831 metric tons in 1927 as compared with 4,225,151 metric tons in 1926—confirm the above conclusion, for they show not a decline but a slight increase of 140,680 metric tons.

For imports the figures indicated similar phenomena. While values have declined in 1927 by 5,505,000,000 lire as compared with 1926, quantities have increased by 1,445,120 metric tons, imports amounting in 1927 to 25,851,904 metric tons as against 24,406,784 in 1926.

The following table, in which quantities are given together with the values of Italian imports and exports for 1927 and 1926, as expressed in dollars and lire, enables an adequate view to be taken of the true situation of Italian trade in 1927 and 1926:

	Imports			Exports		
	Volume In Metric Tons	\$	Lire Millions	Volume In Metric Tons	\$	Lire Millions
1927.	25,851,904	1,018,690,000	20,373.8	4,365,831	780,735,000	15,614.7
1926.	24,406,784	995,338,462	25,878.8	4,225,151	717,865,384	18,664.5
Difference .	1,445,120	23,351,538	5,505.0	140,680	62,869,616	3,049.8

TRADE BY COMMODITY GROUPS

Imports and exports in 1927 as compared with 1926 registered advances or smaller totals in the main eight commodity groups as detailed in the Italian official statistics. The first group, which includes animals, foodstuffs and tobacco, indicates an increase in imports and a decline in exports. Oil, seeds, and fruits, animal and vegetable oils and fats and wax show an advance in both imports and exports. Imports of textile fibres and their products were less important in 1927, while exports increased. Imports and exports of ores, metals, and products of the metal and engineering trades were less considerable. Stones, earths, non-metallic ores, hardware and glass were imported and exported in larger quantities. Both imports and exports of woods and materials for

plaiting, inlaying and carving declined. Chemicals, medicinal products, tans and dyes showed an advance in imports and a decrease in exports. For the sundry goods group, imports showed a smaller total, and exports an increase.

The following table gives in metric tons the trade by commodity groups:

Commodity Groups	Imports			Exports		
	1927	1926	In Metric Tons Difference	1927	1926	Difference
Animals, foodstuffs, tobacco	3,256,022	3,064,253	+ 191,769	1,736,763	1,789,916	- 53,153
Oil, seeds and fruits, animal and vegetable oils and fats, wax.	482,298	368,450	+ 113,848	164,372	97,232	+ 67,140
Textile fibres and their products	350,685	392,317	- 41,632	272,237	225,631	+ 46,606
Ores, metals and products of metal and engineering trades	1,627,534	2,032,448	- 404,914	420,442	436,737	- 16,295
Stones, earthen, non-metallic ores, hardware and glass	15,841,439	14,129,673	+ 1,711,766	1,232,856	1,175,433	+ 57,423
Woods and material for plaiting, inlaying and carving	2,360,982	2,471,151	- 110,169	112,616	139,304	- 26,688
Chemicals, medicinal products, tans and dyes . .	1,475,144	1,358,016	+ 117,128	190,156	197,027	- 6,871
Sundry goods.	457,800	590,476	- 132,676	236,389	163,871	+ 72,518
	25,851,904	24,406,784	+ 1,445,120	4,365,831	4,225,151	+ 140,680

In 1927 as compared with 1926, amongst the principal imports which showed increases were: coal, cattle, swine, cheese, fish, coffee, sugar, wheat, dried jute, raw silk, mineral oils, raw rubber, and oats. On the other hand, imports of frozen fish have diminished, as well as imports of Indian corn, tobacco in leaves, vegetable oils, raw cotton, wool, woollen textiles, cocoons, artificial silk, iron scrap, pig iron, iron and steel in bars and rods, lead in pigs, machines and parts thereof, mineral phosphate, nitrate of soda, sulphate of ammonium, raw hides, lumber, cellulose, and rags. It is to be noted that the principal raw materials—coal being excluded—and manufactured goods were imported in lesser quantities in 1927, while imports of food products showed increases. The category "sundry goods", which includes as a rule finished products, also presented a reduction in imports.

On the exports side, there were advances in cheese, fresh vegetables, oranges, lemons, almonds, oil seed cakes, olive oil, raw hemp, artificial silk, silk, zinc, marble, sulphur, raw hides, rubber goods, and kid gloves, while more or less appreciable decreases were shown in cattle, poultry, meat, sugar, eggs, preserved fruits, marmalades, flour, macaroni, potatoes, fresh fruits, dried figs, hazel nuts, tomato paste, wines, cotton and woollen textiles, tulles and silk crêpes, marble articles, tartaric and citric acids, hats, and buttons of vegetable ivory. It may be stated that a revival has taken place in the Italian export trade.

TRADE BY COUNTRIES

Under this heading the monthly statistics issued by the Italian Department of Finance only record the trade done with the most important countries. Last year for the first time the statistics of trade with Canada were separately entered in the Italian returns.

The foreign trade figures of Italy for 1927 as compared with 1926 indicate great variations in imports from and exports to the principal countries: Austria, Czechoslovakia, France, Germany, Great Britain, Jugo-Slavia, Switzerland, India, Argentina, the United States, and Canada.

Declines were noticed in Italy's imports from Germany, Jugo-Slavia, Argentina, India, and the United States, while imports from the other countries as mentioned above increased, Canada's exports to Italy passing from a value of

\$23,903,116 in 1926 to \$36,846,751 in 1927. Italian exports to France and India showed a decrease, while advances occurred in Italy's exports to Austria, Czechoslovakia, Germany, Great Britain, Jugo-Slavia, Switzerland, Argentina, the United States and Canada. Imports into Canada from Italy amounted to \$2,479,276 in 1927 as against \$765,712 in the previous year).

Adverse in 1926, the balance of trade was in 1927 favourable to Italy in her commerce with Germany, while it continued to be favourable with Switzerland, and adverse with the other nine of her principal markets.

The foregoing two paragraphs are illustrated in the following table, lire having been converted into dollars.

Countries	1927		Balance of Trade In Thousand Dollars	1926		Balance of Trade
	Imports	Exports		Imports	Exports	
Austria.	25,224.0	24,340.3	— 883.7	24,310.7	21,644.3	— 2,666.4
Czechoslovakia. . .	13,622.5	10,178.6	— 3,483.9	12,236.5	7,075.3	— 5,161.2
France.	90,127.7	64,069.1	— 26,058.6	82,218.0	81,054.0	— 1,224.0
Germany.	99,675.4	111,720.1	+ 12,044.7	106,924.7	85,192.1	— 21,732.6
Great Britain. . .	91,012.0	76,379.4	— 14,632.6	72,464.8	67,355.7	— 5,109.1
Jugo-Slavia. . . .	30,678.6	15,350.1	— 15,328.5	37,438.8	14,601.3	— 22,837.5
Switzerland. . . .	26,836.7	64,100.4	+ 37,263.7	22,902.7	57,809.7	+ 34,907.0
India.	55,119.9	24,879.3	— 30,240.6	63,006.3	25,440.9	— 37,565.4
Argentina.	52,025.7	45,025.9	— 6,999.8	56,792.9	43,022.1	— 13,790.8
United States. . .	197,913.9	82,240.9	— 115,673.0	215,930.8	74,290.4	— 141,640.4
Canada.	36,846.7	2,479.2	— 34,367.5	23,903.1	1,765.7	— 22,137.4

TRADE WITH CANADA

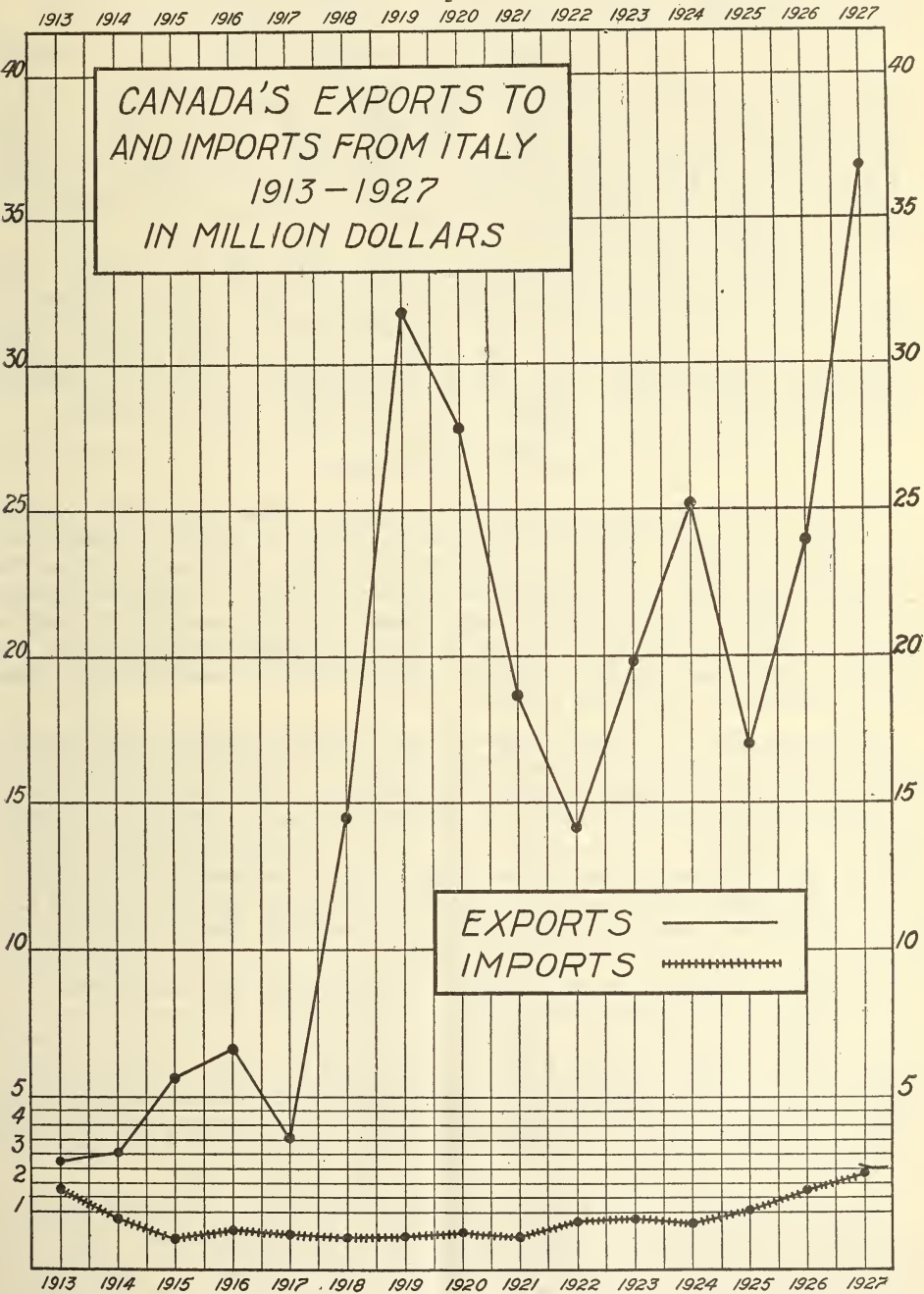
The increase in value of Canada's exports to Italy for 1927 is particularly striking as compared with 1926 and the years which have elapsed since 1913. In the last pre-war year Canada's exports to Italy, according to Italian statistics, amounted to \$2,785,937; in 1926 they were valued at \$23,903,116 and in 1927 at \$36,846,751. If 100 be taken as the index number of the value of these exports for 1913, the proportionate index number for 1927 would be approximately 1,322, or in other words more than thirteen times greater in value than in 1913. In the course of the same period, Canada's imports from Italy passed from \$1,743,318 in 1913, gradually declining down to approximately \$200,000, and going up again to \$2,479,276 in 1927.

As the exchange value of the lira has been subject to wide fluctuations, particularly since the war, a comparison between the values of Italian imports and exports to Canada as expressed in lire and dollars becomes indispensable at this point in order that a faithful picture of Canada's trade with Italy for the past fifteen years might be presented. For comparative purposes, it would be better still were the figures representing the volume of Canada's exports to and imports from Italy inserted, but those figures not being available, the figures pertaining to Italy's trade with Canada will be distributed as follows:—

ITALIAN TRADE WITH CANADA

	Imports from Canada		Exports to Canada	
	\$	Lire	\$	Lire
1913.	2,785,937	14,431,412	1,743,318	9,030,386
1914.	2,869,472	14,863,863	803,582	4,162,554
1915.	5,605,881	34,027,700	167,095	1,014,266
1916.	6,605,128	43,131,494	417,090	2,723,596
1917.	3,417,938	25,634,533	275,152	2,063,641
1918.	14,520,491	114,203,706	231,364	1,819,679
1919.	31,631,316	276,774,015	240,103	2,100,902
1920.	27,885,838	590,900,415	407,581	8,636,646
1921.	18,615,578	441,189,195	395,567	9,374,928
1922.	14,251,988	302,142,139	520,696	11,038,758
1923.	19,910,558	434,448,389	674,040	14,707,557
1924.	25,227,873	580,241,087	560,189	12,884,363
1925.	17,065,821	430,058,688	1,180,411	29,746,360
1926.	23,903,116	621,481,012	1,765,712	45,908,509
1927.	36,846,751	734,355,748	2,479,276	49,411,974

For demonstration purposes, a graph follows showing the movements of Canada's exports to and imports from Italy in the period 1913-1927, lire having been converted into dollars.



The advance in Canada's exports to Italy in 1927 as compared with the previous year was largely accounted for by the increase in Canada's shipments particularly in wheat, as well as fish and cellulose, to that country, the volume of which—the figures for 1926 being placed within brackets—amounted to 508,943 metric tons (318,844) for wheat, 31,880,640 pounds (23,795,850) for fish, and 22,571,340 pounds (17,007,100) for sulphite, bleached wood-pulp.

Except for the three foregoing items, the figures for 1926 are not available. It will, however, be interesting to enumerate Canada's main exports to Italy as detailed in the Italian statistics for 1927. They appear as follows: codfish, 19,883,380 pounds; canned salmon, 5,904,800 pounds; wheat, 508,943 metric tons; sulphite, bleached wood-pulp, 22,571,340 pounds; rubber boots and shoes, 5,906 pairs; furs, 6,380 pounds; lumber, 121 metric tons; asbestos, 4,125,440 pounds; lead in pigs and bars, 916,520 pounds; aluminium and its alloys, raw and manufactured, 434,280 pounds.

The principal Italian exports to Canada in the course of last year were: cheese, mostly Parmesan, 212,960 pounds; rice, 590 metric tons; oranges and lemons, 1,664,520 pounds; fresh fruits, 360,800 pounds; fruits dried, 602,580 pounds; wine and vermouth, 3,419 hectolitres; olive oil, 110,220 pounds; canned vegetables, 153,120 pounds; silk fabrics, 90,704 pounds; buttons of vegetable ivory, 16,720 pounds; hats, 323,194; marble, working, 1,142,560 pounds.

IMPORTS BY COMMODITIES

In the matter of imports, except for the larger items, the Italian statistics do not give particulars respecting the countries of origin and their share of the Italian trade. Again, in the commodities which are of interest to Canadian exporters, Canada's contribution is not always recorded. The total quantities of Italian importations during the twelve months ended December 31, 1927, of those commodities in which Canada is interested, together with the totals supplied by the various countries selling to Italy, are found hereunder in as complete a manner as the Italian statistics permit.

Grain.—Italy is a very large macaroni-eating country, and therefore requires large quantities of imported hard wheat. The increase in the purchase of hard wheat from Canada has been considerable; and the actual volume of Canadian wheat arriving in Italy is far larger than the Canadian statistics attach to this country. The reason for this is that a shipment of wheat when on sea may be redirected to an Italian port instead of proceeding to its original port of consignment. As a matter of fact, Italy during the past year has been one of the largest consumers of Canadian hard wheat in Europe. The amount imported last year from Canada was 508,943 metric tons, both hard and soft, or more than one-fifth of the total imports. The aggregate imports of hard wheat from all sources for last year into Italy were 590,031 metric tons; those of soft wheat, 1,715,206 metric tons. Although the quantity of soft wheat imported during 1927 was higher than in 1926, the total value was less. The same remark applies to hard wheat. Imports of rye fell considerably from the previous year (2,317 as against 17,686 metric tons), but those of malt barley kept up to the average, standing in 1927 at 16,296 metric tons, whilst other kinds amounted to 7,986 metric tons, doubling the imports of the previous year.

Flour of Wheat.—In the course of 1927, 1,806 metric tons were imported into Italy as compared with 2,220 metric tons in the previous year. No details are available as to countries of origin, but it is estimated that Canada has contributed slightly over one-third of the total in the past two years. Wheat flour imports are declining, due no doubt to the policy of the Government which gives encouragement to the domestic milling of wheat.

Sugar.—There should be an opportunity for Canada to take some share in this trade from time to time, when prices and conditions warrant. In 1927 Italian sugar imports amounted to 70,495 metric tons as against 20,682 metric tons in 1926. The principal sources of supplies for the years stated were (in metric tons): Belgium, 23 and 97; Czechoslovakia, 24,291 and 10,005; France, 138 and 4; Germany, 54 and 159; Great Britain, 1,517 and 0.5; Cuba, 36,519 and 8,070; and the United States, 1,376 and 604.

Rubber Footwear.—Total imports, 322,626 pairs in 1927 and 214,210 pairs in 1926. Canada is credited with 5,906 pairs during the past year. The Canadian product is well liked, and it is considered that sales could be augmented if the market were well combed. Rubber boots and shoes imported into Italy, originate mainly from Germany, Great Britain, and the United States.

Tires, Pneumatic Tire Casing.—France, Germany, Great Britain, and the United States are the principal import sources, France contributing the major portion. Imports of tires and pneumatic tire casings amounted to 1,960 metric tons in 1927 as against 1,447 metric tons in 1926. Local production is of course a very important factor in this trade.

Silver Foxes.—As far as can be ascertained, there are no silver fox farms in Italy. Several Italian individuals own Canadian breeding foxes, but these are being left with the Canadian firm who sold them to be looked after, generally on share-and-share-alike basis. It is found that this pays sufficiently well, and the risk of bringing the foxes over to Italy to a new climate is thus obviated.

Dried Fish.—Under this heading are comprised dried salt codfish and dried haddock, the total imports of which amounted to 41,944 metric tons in 1927, and 39,348 metric tons in the previous year. Canada led the market in 1927, and was second in 1926. The principal sources of supply were in order of importance, the figures for 1926 being placed within parentheses: Canada, 11,843 (9,037) metric tons; Denmark, 11,841 (5,585); France, 8,713 (10,007); Norway, 6,340 (7,449); Great Britain, 1,697 (4,644); and the United States, 911 (1,697) metric tons.

Canned Salmon.—The market for salmon during the past year has been difficult for exporters, owing to special requirements for the can tops which have now to be met. However, Canadian salmon exporters maintained their position well; 26,480 quintals of Canadian salmon were imported, about 75 per cent of the total imports.

A new law is being passed with regard to the marking on fish cans. This law will affect not only salmon but all kinds of canned fish. As soon as the detailed regulations are available, information will be at once passed on to the interested parties.

Patent Leather.—A report on this subject which appeared in *Commercial Intelligence Journal* No. 1262 (April 7, 1928) dealt fully with the market in Italy.

Shoe Leather and Boots and Shoes of Leather.—The Italian shoe industry, imports of shoes and of shoe leather, and the possibilities of the market will be the subject of a detailed report in an early number of the *Commercial Intelligence Journal*.

Lumber, Logs or Sawn.—The demand for logs, or sawn lumber, decreased last year as compared with 1926. Canada's portion of the trade amounted to 121 tons in 1927, comprising mainly Douglas fir, with a relatively small quantity of silver spruce. The demand for silver spruce promises well as a result of a campaign now being conducted in the press and of the public subscriptions which are now being opened to furnish the Italian Government with a large number of aeroplanes. In this connection, it is estimated that considerable business may be

done now and for some time to come. As far as Douglas fir is concerned, a large trade could be developed if the railway authorities could be induced to use Douglas fir instead of pitch pine as is now the case. Some form of propaganda will have to be devised to bring the advantages of Douglas fir to the attention of the proper authorities. Imports of wood in logs, or sawn, amounted to 168,415 metric tons in 1927 as against 179,624 metric tons in 1926, of which 10,790 and 9,626 tons represented the share of the United States for the respective years.

Chemical Pulp.—The development of the artificial silk industry is considered to be mainly responsible for the heavy imports of chemical pulp into Italy. In 1927, 115,223 metric tons came from foreign sources, as compared with 137,366 metric tons in 1926. The main sources of supply, the figures for 1926 being placed within parentheses, were in order of importance: Austria, 41,966 (44,343) metric tons; Sweden, 30,064 (41,552); Canada, 10,259 (7,730); and Germany, 10,136 (14,485) metric tons. Other countries sending chemical pulp to Italy are Finland, Czechoslovakia, Lithuania, Norway, the Netherlands, Jugo-Slavia, and Switzerland.

Writing Paper.—In 1927, 18,725 metric tons of writing paper were supplied to this market for foreign countries as against 20,467 metric tons in the previous year. Imports of writing paper came mainly from the Netherlands, Sweden, Switzerland, Germany, and the United States, the last-named contributing 40 metric tons in 1927 and 30 metric tons in 1926. Canadian high-grade paper might secure for itself a share of the trade, provided prices are competitive.

Wallpaper.—Imports of wallpaper amounted to 720 metric tons in 1927, and 601 metric tons in 1926, some of which originated from Canada. Lower- and high-grade wallpaper is in demand.

Farm Implements.—Out of a total importation of 5,293 metric tons in 1927, Canada's share was represented by approximately 80 metric tons. Owing to the Italian Government's campaign to develop agricultural production, the market for farm implements has increased in the past two years, and may be further developed this year.

Needles for Knitting Machines.—Needles for knitting machines are being imported from Canada, but no details are available in the Italian statistics.

Aluminium and its Alloys, Raw and Manufactured.—In 1927, 197 metric tons of aluminium were imported from Canada. Total imports, 3,400 metric tons.

Lead in Pigs, and Refined Lead.—Imports, 16,672 and 21,187 metric tons respectively in 1927 and 1926. (Canada, 416 metric tons in 1927).

Asbestos.—Imports, 1927, 4,808; 1926, 5,958 metric tons. (Canada, 1,875 metric tons in 1927, or over one-third of the total.)

CONDITIONS IN THE GERMAN FLOUR-MILLING INDUSTRY

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, March 20, 1928.—Conditions in the German flour-milling industry have been very unsatisfactory for some time. According to a calculation, published in the *Allgemeine deutsche Mühlenzeitung* last December, the average profits shown in the balance sheets for 1926 of a large number of mills amounted to only 2.5 per cent of the share capital as compared with 9.55 per cent before the war.

Complaints regarding the poor flour business have recently become frequent in the German trade press, but unfortunately there is very little statistical material available to substantiate these complaints. The mills publish no figures

of production and little can be learned from the balance sheets of the joint stock milling companies. The milling industry is only able to make the general contention that whereas there is a total capacity for milling around 15 million metric tons (1 metric ton = 2,204 pounds) of grain, the domestic consumption calls for the utilization of only two-thirds of this milling capacity.

OVER-EXPANSION OF THE INDUSTRY

It is evident that the flour-milling industry of Germany in common with that of many other countries has expanded its producing capacity beyond market requirements. This has given rise to a very keen competition for the domestic market, confining the possibilities of profitable operation to a few favourably placed mills.

The striking fact has recently emerged that in spite of this over-expansion and the unprofitable results secured from milling, the industry continues to add to its productive capacity. Although last year was anything but a prosperous year for the mills, the German milling machinery trust reported a very considerable increase in domestic orders over the previous year. It appears therefore that the keen competition in the industry is constantly leading the mills to renew and enlarge their equipment so as to be in a better position to compete for the business offering. It is this situation which is giving rise to discussions regarding the solution of the present difficulties confronting the industry.

ORGANIZATION OF THE INDUSTRY

There are three classes of mills in Germany, each of which is organized in a separate association. The Verein Deutscher Handelsmüller is the organization of the large mills, the Verband Deutscher Müller represents the medium-sized mills, and Der Deutsche Müllerbund is the association of the small country mills, of which there are a great number scattered throughout the Republic.

It is the large mills which are of most importance for the regulation of the present keen competition, since this problem is much more acute in the case of wheat milling than in that of rye milling. The production of wheat flour has tended to become more and more concentrated in the large mills, many of which have given up the milling of rye. That this was the case before the war can be shown by the following table compiled by the Government covering the crop years 1908-09 and 1909-10:—

Daily Capacity of Mills	Percentage of Total Production	Wheat Milling	Rye Milling
Up to 10 tons of grain	53.73	22.48	56.54
From 10 to 100 tons of grain	30.45	40.78	32.64
From 100 to 300 tons of grain	15.82	36.74	11.82
	100.00	100.00	100.00

Since the war the concentration of wheat milling in the large mills has proceeded still further, so that it is the position in respect to these mills that has chiefly to be considered in connection with the regulation of competition in the German wheat flour trade.

COMBINATIONS OF LARGE MILLS

The recent tendency among the large commercial mills has been the formation of a number of important combinations embracing many of the leading mills in the country. This has given rise to seven or eight groups of mills. It is felt that this tendency towards concentration will continue and that it should be possible for the different groups to arrive at closer working agreements for the regulation of competition than at present exist.

On the other hand, a number of very important mills are outside of any combination or group and these independent mills include some of the best-equipped and most profitable mills in the country. It is such mills that are most adverse to any agreement restricting their individual liberty of action. It is felt therefore that an understanding between the leading milling groups and the most important independent mills is the first step necessary to an effective agreement regulating production, selling areas, prices and sales conditions.

In an article recently published in the *Deutsche Getreide-Zeitung*, an enumeration was given of the principal groups or combinations at present existing in the German milling industry. It will no doubt be of interest to Canadian millers to reproduce this list of the principal German milling groups, as follows:—

Deutsche Mühlenvereinigung A.-G. (Scheuer Group)

Constituent Mill	Daily Capacity in Tons of Grain
Hefftsche Kunstmühle, Worms	260
Hefftsche Kunstmühle, Köln-Mülheim	200
Krefelder Mühlenwerke, Krefeld	300
Wittener Walzenmühle, Duisburg	190
Wittener Walzenmühle, Witten	260*
Dortmunder Mühlenwerke, Dortmund	200†
F. Kieseckamp, Münster	350
Grohner Mühlenwerke, Grohn	100
Weizenmühle Karl Salomon, Berlin	345

Kampffmeyer Group

Potsdamer Dampfmühle, Potsdam	170
Rheinmühlenwerke A.-G., Mannheim	300
H. Hildebrand & Söhne, Mannheim	350
Leyseiffer & Litzmann, Köln	300
Wesermühle, Hameln	300
Schütt Dampfmühle, Berlin	350
Jätzdorfer Mühle, Jätzdorf	60
Jarmener Mühle, Jarmen	60
Beissert-Mühle, Dresden*

Illkirchen Group

Eduard Kauffmann Söhne, Mannheim	120
Pfälzische Mühlenwerke, Mannheim	500
Heinrich Auer, Köln-Deutz	500
Rheinmühlen A.-G., Düsseldorf	80
Dortmunder Mühlenwerke, Dortmund	200‡
Matthäi & Weil, Worms	100§
Viktoria-Mühle, Berlin	200‡
Hübler, Riesa	150
Berliner Dampfmühle, Berlin	150†
Humboldtmühle, Berlin	200†

Blumenstein Group

Humboldtmühle, Berlin	200‡
Berliner Dampfmühle, Berlin	150‡
Viktoria-Mühle, Berlin	200‡

Plange Group

Georg Plange, Hamburg	600
Georg Plange, Düsseldorf	800
Georg Plange, Soest	200
H. W. Lange & Co., Altona	400

Werner & Nicola Group

Werner & Nicola, Mannheim	400
Werner & Nicola, Duisburg	180
Mühlenwerke Gottschalk, Krefeld	300

Gebrüder Wolff Group, Frankfurt a.M.

Gebr. Wolff, Frankfurt a.M.	300
Hafenmühle, Frankfurt a.M.	200

* Not operating. † Minority. ‡ Majority. § Loose connection.

Ostwerke A.-G. Group

Constituent Mill	Daily Capacity in Tons of Grain
Schlesische Mühlenwerk, Breslau	250
Rosenthalen Mühlenwerke, Rosenthal	200

The first-named group, the Deutsche Mühlenvereinigung A.-G., was formed in November, 1926, as a share and holding company with a capital of ten million Reichsmarks. It was evidently the intention to use this company as the basis for the formation of a milling cartel, which could exercise an effective control over the market, but this plan so far has not succeeded.

The following are the most important independent mills along the Rhine and at the coastal ports, which do not form part of any milling group:—

Name of Mill	Daily Capacity in Tons
Ludwigshafener Weizenmühle, Ludwigshafen	500
Löhnberger Mühle, Niederlahnstein	100
N. Simons, Neuss	450
Wilhelm Wehrhahn, Neuss	400
Rosiny-Mühlen, Duisburg	300
Herrenmühle, Heidelberg	120
Baruch & Schönfeld, Worms	80
Sinner, Grünwinkel	200
Kinck, Godramstein	50
Birschel, Hattingen	100
Roland-Mühle, Bremen	500
Hansa-Mühle, Bremen	200
I. P. Lange Söhne, Altona	180
Harburger Mühlenbetrieb, Harburg a.E.	250
Holsatia-Mühle, Kiel	250

REGULATION OF COMPETITION

Before the war certain price arrangements and agreements regarding selling areas existed between the mills comprised in various regional groups. An endeavour has been made since the war to renew or extend these regional agreements, more particularly among the mills in the west and south along the River Rhine, but these agreements have not gone further than conventions regulating prices and selling conditions and they have not always been adhered to.

An agreement has recently been concluded between the Deutsche Mühlenvereinigung A.-G. and the Illkirchen and Blumenstein groups, whereby a common working program has been drawn up and an understanding reached regarding prices and sales conditions. The prices, however, are regulated only on general lines.

Some time ago the four large Berlin mills, in which the three above-mentioned milling groups are financially interested, reached an agreement to more strictly regulate buying and selling and to pool profits. This resulted in the formation of the Betriebsgemeinschaft Berliner Mühlen, but last August the largest partner to this agreement withdrew and upset the arrangement. The reasons for the termination of the agreement are stated to have been the competition of outside mills and the restrictions on the individual activity of the participating mills.

A new arrangement has now been arrived at between the four Berlin mills in question. Instead of a joint board of directors for the four mills, which was not found to be a success, a central office will be formed. This office will issue rules of general procedure and will determine the daily buying and selling policy

of the mills, but each mill will conduct its affairs independently within these general rules of the central office. There remains to be concluded some arrangement with those mills outside the agreement who compete on the Berlin market.

RESTRICTION OF PRODUCING CAPACITY

The measures for the regulation of competition within the industry have so far taken the form of fixing prices and selling conditions. It is also beginning to be felt that some restriction must be placed on the continued expansion of productive capacity.

In this question there is a difference of opinion between the various classes of mills. The organization representing the medium-sized mills have proposed the restriction of expansion through increased turnover taxes on any output exceeding the present production of each mill. Among the large commercial mills, which are of most importance from the point of view of wheat flour production, there is greater difficulty in securing agreement and the best equipped mills fear that restrictive measures might operate to their disadvantage.

The formation of milling groups or trusts might relieve the present over-expansion of the milling industry through the acquisition and shutting down of non-profitable units, but this is not possible so long as independent mills could take advantage of the shutting down of mills by the trusts to enlarge their own productive capacities.

Another factor to be considered is the determination of the co-operative organization to produce in its own mills as large a proportion as possible of its flour requirements. With this end in view a mill has been erected at Magdeburg and plans have been drawn up for another large mill at Mannheim. This policy of the co-operative organization therefore is further adding to the productive capacity of the German milling industry.

On account of the factors outlined above it is realized that some regulation of the increase in productive capacity is urgently necessary for the welfare of the German milling industry in addition to agreements affecting prices, production or markets.

SUMMARY

The above is a review of the principal problems confronting the German milling industry. A solution of the present situation is rendered difficult by the many conflicting interests involved. In this respect the German milling industry does not differ from that of many other countries.

GERMAN MARKET FOR CANADIAN FISH

TRADE COMMISSIONER L. D. WILGRESS

[1 reichsmark = \$0.238; 1 kg. = 2.2046 pounds.]

I

Hamburg, March 6, 1928.—The openings for the sale of Canadian fish to the German market are restricted chiefly on account of two factors, viz: (1) the plentiful supply of fresh fish from the German fisheries; and (2) the relatively low consumption of fish among the masses of the population in the interior of the country. It would appear desirable to first deal with these two factors before considering the kinds of fish products which Canada might be able to export to Germany.

THE GERMAN FISHERIES

The principal sources of fish supply for the German fisheries are the North Sea, the Baltic, and the numerous rivers, lakes, and ponds. The chief kinds

of fish caught in the North Sea are white fish such as cod, haddock, and ling; herrings; and flat fish such as plaice, sole, turbot, halibut, and brill. In the Baltic, salmon, haddock, herrings, flounders, and turbot comprise the principal catches. Most kinds of freshwater fish are caught in the German rivers, lakes, and ponds, but the most important from the economic standpoint are such fish as trout, pollan (*coregonus*), hake, carp, tench, eels, and salmon (Rhine salmon). Carp and tench are bred on a large scale in ponds.

The fresh sea-fish landed are mostly sold by auction in the different markets at the principal coast ports. The catch of fresh herrings, in addition to a considerable quantity caught on the British and Norwegian coasts and imported in the fresh state, are used very largely in the numerous canning and smoking factories, which are chiefly located in such centres as Altona, Hamburg, Cuxhaven, Geestemünde, and Schlutup. About 140,000 barrels a year of cured herrings are caught and salted on board by German drifters. There is also a considerable importation of cured herrings from Great Britain, Holland, and Norway.

The nets used in the German North Sea and Baltic fisheries are mostly trawl drag nets, while drift nets are also employed for catching herrings and salmon. The hook is seldom used except in the case of the Baltic salmon fishery and in the rivers and lakes.

The fishermen are paid principally by a small fixed wage and a percentage on the fish caught.

The deep-sea fishing boats are nearly all steam- or motor-propelled. In the North Sea trawlers with engines of from 300 to 600 horse-power and motor boats of from 20 to 100 horse-power comprise the bulk of the fishing fleet. In the Baltic the fishery is exclusively conducted from motor boats or cutters of the same horse-power as those employed in the North Sea. In addition, there is a coastal fishery on both the North Sea and Baltic coasts carried on from coastal fishing boats.

FRESH FISH PRICES

The prices for fresh fish sold by auction fluctuate from day to day according to the demand and supply. There are five large fish auction markets on the North Sea coast at Wesermünde, Cuxhaven, Altona, Hamburg, and Bremerhaven. The fish auction market at Emden was reopened in March, 1927, after having been closed for some time. The following table shows the turnover at the principal fish auctions in 1926:—

	In Million Pounds	In Million Reichsmarks
Wesermünde.	184.8	21.5
Cuxhaven	86.6	9.0
Altona	63.9	9.2
Hamburg	31.5	5.4
Bremerhaven	15.3	1.8

In order to give some indication of the prices realized for the different kinds of fish, the following table may be given of the average prices realized during the year 1926 at the Cuxhaven fish market for the most important kinds of sea-fish consumed in Germany:—

		North Sea Fish		Iceland Fish		White Sea Fish
		Average Price for Year	per Pound	Average Price for Year	per Pound	Average Price for Year
Kind of Fish and Grading	Weight in Pounds	Pfennigs		Pfennigs		Pfennigs
Haddock I.	2 and over	51		4 and over	21	19
II.	1 to 2	35		2 to 4	17	11
III.	$\frac{3}{4}$ to 1	19		1 to 2	9	14
IV.	$\frac{1}{2}$ to $\frac{3}{4}$	13		under 1	8	9
V.	under $\frac{1}{2}$	10				

Prices at Cuxhaven Fish Market, 1926—Concluded

Kind of Fish and Grading	North Sea Fish		Iceland Fish		White Sea Fish	
	Weight in Pounds	Average Price for Year Pfennigs per Pound	Weight in Pounds	Average Price for Year Pfennigs per Pound	Weight in Pounds	Average Price for Year Pfennigs per Pound
Whiting	—	9	—	12	—	4
Cod I	6 and over	23	6 and over	9	—	14
II	2 to 6	14	3 to 6	5	—	9
III	under 2	7	under 3	5	—	8
Coalfish or green cod . .	6 and over	8	6 and over	8	—	17
Ling	—	14	—	12	—	14
Norway haddock	—	12	—	10	—	16
Plaice I	2 and over	50	2 and over	32	—	29
II	1 to 2	50	1 to 2	31	—	33
III	$\frac{1}{2}$ to 1	32	under 1	26	—	29
IV	under $\frac{1}{2}$	15	—	15	—	23
living	—	17	—	—	—	—
Elbe herring	—	5	—	—	—	—
North Sea herring . . .	—	11	—	—	—	—

The classification for White Sea fish is the same as that for Iceland fish. The weights given in the above table are in the German pound or half-kilogram, which is approximately 10 per cent more than the Canadian pound (1.1 pound). The prices are given in reichspfennigs (100 pfennigs = 1 reichsmark = \$.0238).

The prices given are the average for the year 1926 of the prices bid at the auctions by the wholesale fish dealers.

The Cuxhaven fish market has been taken as typical of the German auction fish markets. Of the total turnover at the Cuxhaven auctions in 1926, steam trawlers delivered 70.9 million pounds, deep-sea motor cutters, 12.8 million pounds; and coastal fishing boats, 2.8 million pounds. Of the fish delivered by steam trawlers in 1926, 47.7 million pounds represented North Sea fish and the balance Iceland and White Sea fish. By far the largest quantity of fish delivered by Iceland and White Sea trawlers is disposed of at the Wesermünde auction market.

As an indication of present prices for fresh fish the following prices realized at the Cuxhaven auction market to-day (March 6, 1928) may be given:—

Kind of Fish and Grading	North Sea Fish Pfennigs per Lb.	Iceland Fish Pfennigs per Lb.
Haddock I	—	37 $\frac{3}{4}$ —33 $\frac{3}{4}$
II	55 $\frac{1}{4}$ —43	34 $\frac{3}{4}$ —33 $\frac{1}{4}$
III	45—27	32—28
IV	33—23 $\frac{1}{4}$	—
V	12 $\frac{1}{4}$ —4	—
Whiting	5—3 $\frac{1}{2}$	—
Cod I	24—15 $\frac{1}{2}$	11—6 $\frac{3}{4}$
II	17—13 $\frac{3}{4}$	12 $\frac{1}{2}$ —10 $\frac{1}{4}$
III	12 $\frac{1}{2}$ —8 $\frac{1}{4}$	—
Hake	63—36	—
Coalfish or green cod	10 $\frac{1}{2}$ —6 $\frac{1}{2}$	— 9
Ling	13 $\frac{3}{4}$ —10 $\frac{1}{4}$	— 8
Norway haddock	28 $\frac{1}{2}$ —23	—
Mackerel	32—29 $\frac{3}{4}$	—
Turbot	161—80	—
Halibut	101—62	88—59
Catfish	—	19 $\frac{1}{4}$ —15
Plaice I	—	31—27
II	—	29 $\frac{1}{4}$
III	—	23 $\frac{3}{4}$
living	38	—
North Sea herring	8 $\frac{1}{4}$	—
Coastal herring	4—3	—

THE FISHING FLEET

The German fishing fleet is comprised of 368 steam trawlers; 141 vessels of the herring fishery, consisting of 6 steamers, 64 steam drifters, 27 motor drifters, and 44 sailing drifters; 130 deep-sea motor cutters; and about 12,500

coastal fishing boats, cutters and open boats, of which some 2,000 are on the North Sea coast and the balance on the Baltic coast.

The trawlers are operated by seventeen limited companies and twenty-four private enterprises. The largest company is the Cuxhavener Hochseefischerei A.-G., which owns 85 steam trawlers and also operates 18 Italian trawlers. This company is one of the largest fishing enterprises in the world. The majority of the steam trawlers range between 200 and 300 tons with engines of from 300 to 600 horse-power.

The herring fishery is conducted by ten companies. One of these companies has six steamers and six drifters and the others from eight to twenty-one drifters.

The deep-sea motor cutters use chiefly trawl drag nets and catch plaice, herrings, and sprats. Most of the motor cutters operate from the lower Elbe and supply the auction markets of Hamburg and Altona.

PRICES OF FISHING REQUISITES

The fishermen pay from R.M.1 to R.M.1.40 per kilogram (11 to 15 cents a pound) for rope made from manila hemp and from R.M.2 to R.M.5 per kilogram (22 to 54½ cents a pound) for twine. The German salt used for curing purposes costs about R.M.2 (48 cents) per 50 kg. (110 pounds). Nets for steam trawlers range in price around R.M.1,000 (\$238) each, and those used by motor cutters cost from R.M.100 to R.M.300 (\$23.80 to \$71.40) per piece. A number of herring nets used by the German drifters are imported from Scotland.

The Annual Report of the German Fisheries gives the following prices ruling at the end of 1926 for materials used by the herring fishery:—

	R.M.	R.M.
One steam drifter without equipment	130,000.00 to	140,000.00
Nets, 340 x 720 mesh, per net	90.00 to	95.00
Nets, including small mountings	115.00 to	130.00
One complete net outfit	23,000.00 to	29,000.00
Catechu, per 100 kg.	48.00 to	52.00
Net twine, per kg.	4.00	
Manila gut, per kg.	1.10 to	1.25
Rope, per kg.	1.40 to	1.80
Seising, per kg.	1.40 to	1.80
New oakwood casks, per piece	6.50 to	7.00
Bulkhead barrels	2.50	
Coal, per ton	24.00 to	25.00
Iron, per ton	140.00 to	160.00

The percentage allowances and monthly wages of the crews of steam trawlers in 1926 were as follows:—

Captain on appointment	4%	
Captain after six months	5%	
Captain after further six months	6%	
(1) Quarter-master	1%	R.M.146
(2) Quarter-master with papers	0.7%	R.M.119
(2) Quarter-master without papers	0.7%	R.M.103
Net-maker	0.6%	R.M.103
Sailor	0.5%	R.M. 90
Cook	0.5%	R.M.103
Light sailor	0.1%	R.M. 48
1st engineer	1%	R.M.161
2nd engineer	0.7%	R.M.129
Stoker	0.5%	R.M.101

THE CATCH OF FISH

The German Statistical Office has estimated that the total catch of the German sea and coastal fisheries in 1926 amounted to 236,364,000 kg. of fish of a value of R.M.61,220,000. In Canadian equivalents, these totals represent 520,000,000 pounds of fish and a value of \$14,576,000.

Of the total catch, the steam trawlers contributed roughly two-thirds or 160,000,000 kg. of a value of R.M.38,500,000. The catch of cod by steam trawlers amounted to 47,000,000 kg., that of herrings to 41,250,000 kg., and that of haddock to 29,000,000 kg. In addition, German trawlers landed 57,000,000 kg. of fish in British and Dutch harbours, especially Aberdeen.

The next largest contribution is that of the coastal fishery, which amounted to 58,000,000 kg. of a value of over R.M.15,000,000. Of this the catch off the North Sea coast amounted to 23,000,000 kg. valued at R.M.4,000,000, and that off the Baltic coast to 35,000,000 kg. valued at R.M.11,500,000. The contribution of the coastal fisheries includes fish caught in coastal waters by deep-sea motor cutters.

These motor cutters were estimated to have contributed, in 1926, 2,500,000 kg. of deep-sea fish valued at R.M.1,250,000. Including the fish caught in coastal waters, the catch of the deep-sea motor cutters may be estimated at around 11,600,000 kg.

The herring fishery in 1926 yielded 15,524,000 kg. of a total value of R.M.6,428,000. The total quantity of cured herrings amounted to 142,000 barrels, which was about 13 per cent of the German consumption of salted herrings in that year.

The importation of fresh and prepared sea fish in 1926 amounted to 295,578,000 kg. (650,271,600 pounds) of a total value of R.M.107,155,000. Herrings comprised approximately 87 per cent of the total quantity and 71 per cent of the total value of this importation, 146,000,000 kg. of fresh herrings and 112,000,000 kg. of salted herrings having been imported during the year in question. The fresh herrings are mostly imported for the use of the canning and smoking factories. The importation of other fresh fish in 1926 amounted to 20,000,000 kg. of a value of R.M.10,000,000, but this includes fish landed in German ports by Italian trawlers. A proportion of this import would also be consumed by the smoking plants, although most of the above quantity consisted of fresh fish from the neighbouring countries of Denmark and Holland and of frozen salmon and other expensive kinds of fish. The balance of the importation of sea fish in 1926 was comprised of cured and canned fish. It can be seen from the above figures therefore that the great bulk of the sea fish consumed fresh by the German population is supplied by the German fisheries.

Besides the canning and the smoking plants, the dried cod works and the fish meal factories are also consumers of sea fish from the German fisheries. In 1926 the dried cod works received 9,427,287 kg. of fresh fish and the fish meal factories 5,155,319 kg. of fish offal and whole fish.

CONSUMPTION OF FISH

The total exports of fresh and prepared sea fish from Germany in 1926 amounted to 15,382,000 kg. of a value of R.M.7,900,000, so that the import surplus in that year came to 280,000,000 kg. (616,000,000 pounds) valued at R.M.99,000,000. When to this is added the catch of the German sea and coastal fisheries, amounting to 520,000,000 pounds, it is seen that the total consumption of sea fish in Germany in 1926 was 1,136,000,000 pounds, which is equivalent to 18.2 pounds per capita.

Statistical data regarding the catch and consumption of freshwater fish are more difficult to obtain, but according to a memorandum recently tabled in the Reichstag the annual consumption of freshwater fish amounts to 2 kg. (4.4 pounds) per capita. The total fish consumption in Germany therefore is around 22 pounds or 10 kg. a year per capita, which is exactly one-fifth of the quantity of meat estimated to be consumed by the average German in one year.

The Germans cannot be described as a fish-eating people. The consumption of fresh sea fish among the working classes is very small outside of the

coastal cities and towns. Hardly any fresh fish is consumed by the working population of the thickly settled industrial districts of the Ruhr area, Berlin, and Saxony. Herrings may be said to be the only kinds of sea fish extensively consumed in Germany, but they are mostly eaten in the cured, smoked or canned state. In 1926 a total of 1,096,022 barrels of salted herrings and nearly 400 million pounds of herrings in other forms were consumed in Germany.

Fresh sea fish is chiefly regarded in the interior of Germany as a delicacy or as a food for the wealthy. It does not enter to any extent into the diet of the lower middle classes and still less appeals to the working population. The consumption being small, the costs of distribution are correspondingly increased and the retailers in the interior towns have to include in their prices a considerable margin to compensate for losses through the deterioration of unsold fish.

PROPAGANDA TO POPULARIZE FISH

The German Government and the fishing companies have made considerable efforts at various times to extend the market for fresh fish. Great progress has been accomplished since the war in arrangements for the freezing of fish and for the transport of frozen fish to consuming centres in the interior, but the cost of distribution still remains too high to permit of an extensive sale.

The German railways have assisted the fishing interests through the granting of special reduced freight rates and the introduction of more rapid transport from the fishing ports to the interior.

The chief obstacle to a more extensive sale of fish appears to remain the prejudice against fish as a substitute for a regular meat diet. Efforts are being made to overcome this prejudice by well-organized propaganda in the form of newspaper and poster advertising, education literature, and practical demonstrations, such as the establishment of fried fish shops on the English pattern. The necessity of improving the quality and of retailing fish in a form ready for cooking has also not been overlooked. In 1926 the Government granted the deep-sea fishing industry a subsidy of R.M.250,000 for the purpose of promoting the sale of fish and this sum has been expended on intelligent propaganda.

An interesting illustration may be given of the prejudice against fish among the lower classes in Germany. At an agricultural exhibition held at Magdeburg a few years ago the experiment was tried of a fried fish stall, at which fried fish and potato chips were sold at practically cost price. Unfortunately for the success of the experiment, a neighbouring stall was retailing hot sausages and the fried fish stall received little patronage. In order to dispose of the fish it was decided to invite school children to attend with their teachers and receive fried fish free of charge. Even then it was found that the attraction of the neighbouring stall was too great and those children who had pocket money preferred to buy hot sausages rather than try the unaccustomed food offered to them for nothing.

KINDS OF FISH IMPORTED

The taste for sea fish not yet having been cultivated among the masses of the German people, it follows that there are no large imports of foreign fish to supplement the supplies from the domestic fisheries.

The chief exceptions are those already indicated, viz. salted herrings and fresh herrings, the latter being chiefly used in the canning and smoking factories. Certain other kinds of fish are imported for smoking purposes. Among these are mild-cured salmon and frozen eels, both of which products are shipped to Germany from Canada.

There is a regular importation of frozen salmon. Frozen sturgeon has been imported from Russia. The remainder of the imports of fresh or frozen fish is chiefly comprised of shipments from neighbouring countries such as Denmark and Holland.

The importation of canned fish mostly consists of sardines and little fish in oil from Portugal and Norway. Formerly there was a considerable import of canned lobsters, but a high duty has greatly restricted this trade and in its place business has recently developed in the importation of canned crabs from Japan. Only limited quantities of canned salmon are imported into Germany.

The following table gives the official statistics of the quantities of fresh- and salt-water fish imported into Germany during the last two calendar years:—

German Imports of Fish

	1926 Kg.	1927 Kg.
Fresh-Water Fish—		
Carp, living and not living	1,176,600	1,050,100
Eels, tench, etc., living	1,987,000	2,029,200
Eels, tench, etc., not living, also frozen	4,658,600	3,882,100
Salt-Water Fish—		
Herrings, sprats and brisling, fresh	146,288,400	142,192,000
Haddock, cod, etc., fresh	19,739,700	20,043,800
Salted herrings	112,418,800	115,886,200
Salted salmon	2,149,900	2,167,900
Anchovies	2,082,800	2,148,600
Dried and salted cod	376,900	528,000
Other fish, simply or finely prepared, except canned	5,957,200	6,943,100
Caviar	90,800	114,600
Sardines and other canned fish	6,564,200	9,285,200
Oysters pieces	182,989,700	262,291,000
Lobsters and crayfish, living, or not, also canned	87,200	134,700
Crabs, living or not, also canned	70,500	183,300

With the exception of frozen eels from Canada and the United States, all of the imports of fresh-water fish shown in the above table came from European countries. Last year Germany imported 359,100 kg. of frozen eels from the United States and 152,000 kg. from Canada.

Great Britain and Norway supplied the great bulk of the imports of fresh herrings, with smaller quantities imported from Sweden, Holland, Denmark, Belgium, France, Italy, and the Irish Free State. No imports were shown as coming from countries outside of Europe.

Denmark was the chief source of supply for last year's imports of fresh fish other than herrings, over half the total quantity imported coming from that country. Among other fish, Denmark has been shipping frozen mackerel to Germany. The other chief sources of supply were Holland, Italy, Norway, Sweden, Great Britain, and Belgium in the order mentioned. The provisional statistics for 1927 do not give the quantity of other fresh fish imported from the United States, but in the previous year 38,000 kg. were imported from that country, and the whole of this quantity probably consisted of frozen salmon.

Of the imports of salted herrings, over half came last year from Great Britain, with Holland and Norway the only other important sources of supply. The complete trade statistics for 1926 show an import of 21,000 kg. of salted herrings from the United States.

All except 63,100 kg. of the salted salmon imported last year came from the United States. The statistics for 1926 show imports of salted salmon totaling 2,149,900 kg., with sources of supply as follows: United States, 2,050,100 kg.; Great Britain, 50,500; Denmark, 20,300; Norway, 14,200; Holland, 10,400; Canada, 2,000; Russia, 1,700 kg.

The anchovies imported into Germany last year came almost entirely from Holland and the dried and salted cod from Norway. European countries only figured as sources of supply for the other fish, simply and finely prepared, except canned fish. Caviar was imported mostly from Russia, with a smaller quantity also from Latvia.

Sardines comprise the bulk of the canned fish imported into Germany, and of the imports given in the above table Portugal supplied by far the largest quantity, followed by Norway, France, the United States, and Spain. The imports from the United States last year amounted to 247,700 kg.; canned salmon would be included in this figure. The imports of canned fish from Canada are not given in the provisional statistics for last year, but in the 1926 statistics 44,700 kg. are shown as having been imported from Canada as compared with 188,100 kg. from the United States.

Nearly all the oysters imported last year came from Holland. Norway was the only source of supply given in last year's statistics for lobsters and Japan for crabs. Canned lobsters and canned crabs would be included under these respective headings. The trade returns for 1926 show an import of 9,100 kg. of lobsters from Canada, 2,800 kg. from the United States, and 200 kg. from Newfoundland.

INDUSTRIAL CONDITIONS IN THE NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, April 3, 1928.—The month of March was notable for a marked departure from the old methods of selling coal. A scheme for the restriction of output and the subsidizing of exports will be put into force on April 2. It is to be applied to the counties of Lancashire, Yorkshire, Derbyshire, Nottinghamshire and Staffordshire, forming the biggest unit in Great Britain. The main features of the scheme are a cut in monthly production by each pit to 65 per cent of actual production in a month to be chosen from the years 1913-1927, with a fine of 3s. per ton on all excess production, a levy of 3d. per ton on all coal mined, the levies and fines to go to a central fund, to be used to reduce the selling price of export coal. It is suggested this scheme will make possible a reduction in export prices by 3s. per ton. This scheme is the outcome of increasing competition in export markets from the Continent.

Inquiries for cotton piece goods have been steady during the month with reports of increased sales to China and India, but prices unfortunately continue low. The confidential conferences between spinners and manufacturers still continue, and in this connection a scheme has been launched by the Yarn Association of Manchester for the amalgamation of mills in the American section, through the medium of a company to be called the Lancashire Textile Corporation, with a view to reducing the financial chaos in the industry. The situation in this industry is rapidly becoming acute and is attracting much attention.

Raw wool values continue relatively higher than for manufactured cloth as Bradford manufacturers are still working from stocks purchased at lower prices. It remains to be seen, however, to what extent consumption which has been increasing steadily in recent months will be affected by the higher cloth prices which must come eventually.

There has been a rush of launches on the Tyne during the month, but berths have not been filled as rapidly as they have been cleared. Reports, however, indicate that inquiries are good and several good orders are pending. Conditions appear favourable in the iron and steel industry with Continental competition a less important factor. The engineering trades continue to be moderately busy, while there is increasing activity in the Sheffield area due to the increased building activity.

MARKET FOR CHILLED SALMON IN THE NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, March 30, 1928.—The consumption of chilled salmon in this area has considerably increased in recent years, particularly that from Canada. This may be attributed to the uniformly excellent quality of the product offered and to the wider recognition by consumers of its merits as compared with Irish, Scotch and Norwegian fresh salmon. In addition, the former prejudice against frozen salmon as such is gradually disappearing and in this connection it appears that salmon is more acceptable when sold as chilled rather than frozen.

There are three main sources of supply for chilled salmon for this area: Canadian, of which there are two types, Pacific and Atlantic, the latter being the more highly regarded; United States, also from the Pacific coast; and that from Newfoundland and the Labrador Coast. While Canadian and United States salmon from the Pacific are similar as regards quality, there is a difference in that regard as between Canadian Atlantic and Newfoundland in favour of the former.

The first shipments of Pacific salmon usually reach this market in early November following through the winter months until early May, and as this is the season of short supply for fresh salmon, relatively high prices obtain. There are three well-known varieties; "Steelheads" (which are shipped as rounds), and "Silvers" and "Red Kings", the latter both of which are as a rule dressed. A nominal c.i.f. Liverpool price on Steelheads at present would be around 11d. per pound, Silvers bringing a penny per pound less.

Arrivals of Atlantic salmon are confined to the summer months of June, July and August, which conforms not only with the season of heaviest consumption, but also with the peak of fresh salmon shipments from the Irish Free State and Norway. Consumption at the many seaside resorts is an important factor during this period, the demand falling sharply after the Bank holiday in August. This seasonal fluctuation in demand was particularly noticeable last summer when the weather conditions here were most unfavourable.

Total imports into the United Kingdom of chilled and fresh salmon for the years 1923-26 were as follows:—

IMPORTS OF SALMON, FRESH OR FROZEN, INTO THE UNITED KINGDOM

	1923	1924	1925	1926	1923	1924	1925	1926
	Cwt.	Cwt.	Cwt.	Cwt.	£	£	£	£
Canada	11,763	18,251	18,746	23,686	54,027	84,868	105,843	119,599
United States	15,752	14,692	19,956	14,238	69,342	67,387	86,611	67,477
Newfoundland and Labrador	9,103	7,547	2,967	6,054	38,918	40,036	15,291	27,979
Total frozen	36,618	40,490	41,669	43,978	162,287	192,291	207,745	215,055
Irish Free State	19,277	22,196	23,475	25,713	177,031	230,763	232,397	244,101
Norway	8,757	14,663	18,133	9,923	61,647	154,329	165,983	93,983
Other countries	2,610	629	1,444	1,157	16,998	5,434	13,400	7,477
Total fresh	30,644	37,488	43,052	36,793	255,676	390,526	411,780	345,561
Total	67,262	77,978	84,721	80,771	417,963	582,817	619,525	560,616
Re-exports	7,145	11,609	15,803	12,375	36,890	65,986	81,006	69,582
Net imports for consumption	60,117	66,369	68,918	68,396	381,073	516,831	538,519	491,034

The following table showing exports of Canadian chilled salmon to the United Kingdom by months for the years 1925, 1926 and 1927 will illustrate the seasonal aspects of the supply situation:—

	1925	1926	1927
	Cwt.	Cwt.	Cwt.
May . . . . .	....	150	....
June	1,529	508	....
July	8,020	8,108	7,064
August	1,833	2,896	2,515
September	12	661	....
October	991	200	337
November	220	563	404
December . . . . .	....	....	....
January	876	1,218	250
February	1,122	810	450
March	1,926	150	430
April	280	87	140

It will thus be seen that there has been a steady increase in both arrivals of Canadian salmon and in the aggregate imports of chilled salmon throughout the four-year period. Also the average c.i.f. Liverpool prices per pound based on declared values as shown in this table were as follows: Irish fresh, 42 cents, Norwegian fresh, 40.2 cents, Canadian 22.1 cents, Newfoundland 20.9 cents and United States 19.9 cents. Re-exports in 1926 were to the following continental markets: France £45,742, Germany £10,451, Holland £5,221, Belgium £2,362, others £5,806.

Packing is usually in 100, 150 and 200 pound cases, each fish being wrapped first in white grease-proof paper and then in coarse brown paper. The smaller wholesale firms here as a rule prefer to buy through the large importers as they can suit their requirements as regards sizes in that way better than by importing direct larger quantities in the mixed lots.

Importers in Liverpool, which shares with London the bulk of this trade, while of the opinion that imports in 1927 would be slightly lower than in 1926 due to the inclement weather as previously referred to, state that with a furtherance of the propaganda work now being carried on among fishmongers, the future prospects for Canadian chilled salmon in this market are bright.

MARKET FOR BEECH DOWELS IN ENGLAND

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, March 24, 1928.—One English firm who are handling beech dowels which are at present being imported from the United States for making into penholders state that they would prefer to use Canadian dowels and ask quotations on $\frac{3}{16}$, $\frac{1}{2}$ and $\frac{5}{8}$ inch diameter, by multiples of 12 inches in length—that is 12, 24 or 36 inches. They prefer the last-named length, but if the price concession were sufficient, they would use the shorter lengths.

Quotations must be c.i.f. United Kingdom port, preferably Liverpool or Avonmouth, and expressed in sterling. Quotations f.o.r. inland point in Canada in Canadian currency are not wanted. (See Trade Inquiry No. 343 on page 613 of this issue.)

Quantities required are approximately 500 to 1,000 gross per time: in other words, anywhere from 75,000 to 150,000 pieces. Full particulars may be obtained from the Department of Trade and Commerce, Ottawa, or quotations with samples may be forwarded direct to the Bristol office.

HAND TOOLS TRADE IN THE UNITED KINGDOM

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, March 28, 1928.—Despite the large domestic production, Great Britain is a very important market for imported hand tools such as wrenches, pliers, and hammers. There is a wide demand for both high-class and cheap tools, with British manufacturers competing for both extremes. The preference for tools from abroad is by countries—the United States and Sweden where quality and appearance are considerations and Germany where low initial cost is the determining factor. Canadian manufacturers would compete on the same basis as those of the United States.

Imports of carpenters' and joiners' tools (except machine tools, saws, and axes) in 1926 were valued at £115,512, the United States being credited with £57,004 and Germany with £52,488. During the year engineers' tools (including milling cutters, stocks and dies, drills and wrenches, but excluding gauges), were imported to the value of £606,710, as against £577,041 in 1925 and £394,363 in 1922, or an increase of 53.7 per cent over a four-year period. The United States share of this trade in 1926 amounted to £400,852; Germany, £163,396; and Sweden, £11,099. Domestic production of carpenters' tools was estimated at a value of £440,000 in 1924 (the latest figures available), of which £278,000 were exported. Total imports for that year were valued at £113,000. In engineers' tools, home production in 1924 amounted to £1,626,000, of which £580,000 were exported, while imports were shown as £502,000.

METHOD OF DISTRIBUTION

Various systems of distribution have been adopted, one of which includes a class of firms which may be termed super-factors, who act as a rule as exclusive agents for foreign manufacturers. These firms sell to the smaller wholesalers but do not approach the retail ironmongery trade. Another method is through the large wholesale houses, including both those who specialize in tools and those who carry tools as one branch of the business only. These firms sell to the smaller wholesalers and the retail ironmongery trade. Under this system a manufacturer may adopt one of two courses: give an exclusive buying agency or grant a selected group of wholesale firms special discount privileges. The former as a rule is to be recommended when introducing a new line, although the latter permits of a wider distribution when the line is established and well known to the trade. Stocks of tools are usually maintained in this country by the leading foreign manufacturers, permitting buying by importers to suit requirements.

Importers in Liverpool have expressed an interest in tools of Canadian manufacture, and providing c.i.f. prices are competitive with American, an increased share of the available trade should be obtainable.

MR. BLEAKNEY'S ITINERARY IN ONTARIO

Mr. A. S. Bleakney, Canadian Trade Commissioner to Brazil, is about to begin his visit to Ontario. The following are the dates of his itinerary:—

Toronto	April 10-24	Sarnia	May 8
Hamilton	April 25-26	London	May 9
St. Catharines-Niagara Falls . .	April 27	Stratford	May 10
Brantford	April 30	Oshawa	May 11
Galt	May 1	Brockville	May 14
Kitchener	May 3	Gananoque and Kingston . . .	May 15
Guelph	May 4	Ottawa	May 16
Border Cities	May 7		

MARKET FOR ELECTRICAL HOUSEHOLD APPLIANCES IN SCOTLAND AND NORTHERN IRELAND

ASSISTANT TRADE COMMISSIONER LESTER S. GLASS

Glasgow, March 26, 1928.—For the purpose of this report the territory of Scotland and Northern Ireland has been divided into the three areas around Glasgow, Edinburgh, and Belfast (the last-named embracing the whole of Northern Ireland), and in each case a separate investigation has been undertaken.

GLASGOW

By far the greater part of Glasgow and its surroundings were built long before the advent of electricity, and in this lies the first factor influencing its use. Houses and buildings were substantially built, and to wire them for electricity is a costly operation, and can only as a rule be done by unsightly exposed wiring. Gas as a fuel and for lighting purposes became popular long before the practical uses of electricity were thought of and a great percentage of the buildings had gas fittings in them. Thus when electricity was introduced it meant scrapping the gas fixtures and undertaking a fresh installation cost. The prices, although high for gas as compared with electricity, were sufficiently low, when the efficient service and excellence of the appliances were taken into account, to offer little or no inducement to its users to change to electricity.

This change was not be considered, particularly when there was little or no difference in the relative cost of the two systems, and so the companies supplying the power sought means to deliver electricity at the lowest possible cost. It seems that one of the first places wherein a saving was possible was in the conduits used in the streets, the lead-ins, and the actual house wiring. Conduits and cables of inferior quality were laid down, and little thought and less supervision was given to the proper insulation of both interior and exterior wiring. Open-knife switches were used universally, even on the walls of rooms, and fixtures pleasing to the eye were rare, drop cords with a single globe and shade being the rule. Economy on these lines naturally caused many unfortunate accidents which resulted, it is said, in inducing a fear of electricity which to-day is hard to overcome.

At the present time approximately 12 per cent of the houses in Glasgow are wired, or to put it in another way, there are over 200,000 homes in the city without electricity, although it is true that the majority of new building going on includes electrical installations. To induce tenants and householders to adopt electricity, schemes have recently been worked out enabling them to have their homes wired at a cost, varying as to the number of rooms from one room and kitchen (four lamps, six switches and two plugs), to five rooms and kitchen (eight lamps, eleven switches and three plugs), ranging from \$37.50 to \$107.50 payable either cash, three-year or ten-year terms. This work is being carried on intensively in some of the older districts as well as the new. Actual cost of power is based on three methods: for lighting, \$0.12 per kw.; domestic purposes (heating, cooking, etc.), \$0.015 per kw.; and the third consists of a fixed charge based on the rental or value of the premises plus a charge of \$0.01 per kw.

To induce further the use of electricity, the power company rents stoves and heaters at nominal costs. The rental on an electric stove which costs the company £11 (\$53.50) is £1 (\$4.86) per year, and for heaters the annual rental is from 6s. (\$1.45) to 15s. (\$3.65). This makes it very difficult for retailers

to do business in these appliances. Similarly other lines of equipment are offered at prices of which the following are representative:—

Vacuum cleaners, from £7 10s. (\$36.50) to £21 (\$102).

Terms up to three years are offered.

Irons, 6 lb., from 17s. 6d. (4.25) to 21s. (\$5.10).

Irons, 5½ lb., 17s. 6d. (\$4.25).

Electric kettles, 2-quart size, £2 12s. 6d. (\$12.65).

Electric kettles, 1-quart size, £1 12s. 6d. (\$7.75) and lower.

Percolators, from 40s. up (\$9.75).

Toasters, from 25s. up (\$6.08).

Warming plates, 16 inches by 8 inches, £3 (\$14.60).

Warming plates, 23 inches by 12 inches, £4 7s. 6d. (\$21.30).

Boiling plates, 7 inches diameter £1 (\$4.86).

Boiling plates, 8¾ inches diameter £2 5s. (\$10.95).

Curling irons, from 25s. up (\$6.08).

Griddle pan, 1,200 watts, £3 18s. (\$19).

Automatic hot water tanks, £1 per annum rent (\$4.86).

17-gallon hot water tank (system), £2 per annum (\$9.73).

In the case of these appliances it is essential, to secure any sale on this market, that they be either of exceptional quality, very low price, or of novel design and use.

About 62 per cent of the population of Glasgow live in flats and apartments of from two to three rooms to six or seven. There is a need for economy of space and bulk articles are not desired. To meet the needs of the flat dwellers, large laundries have been established where the work is done at an average cost of a fraction over five cents a piece. This is rather expensive, and as many prefer having fine silks, lingerie, etc., done at home, there is an increasing demand for washing machines. Here again machines of low prices are desired.

The climate of Scotland and that of the North of Ireland is such as to make, generally speaking, the use of refrigerators unnecessary. But the recent enactment of Parliament regulating and prohibiting the use of preservatives in foods is expected to be followed in the near future by the development of a market for electric refrigerators.

EDINBURGH

Unlike Glasgow, over 50 per cent of the houses are electrified and the use of electrical equipment has become quite universal. The power companies do not engage in the sale of appliances, contenting themselves with display and advertising. The cost is slightly below that in Glasgow, being 7 cents per kw. for lighting, 2 cents for the first 100 kw. for heat and 1¼ cents per kw. from then on, and for power the charge is 0.125 cents per kw.

Every type of household appliance is in demand in this part of the country, but it is difficult for Canadian supplies to compete with English and Continental makes owing to the fact that there are no direct lines from Canadian ports to Edinburgh. This necessitates an overland haul with high freight rates.

BELFAST (NORTHERN IRELAND)

It is only during the past two or three years that electricity has been in common use in Northern Ireland. During the Great War ever unit of power developed was turned into munition plants and to other purposes connected with war supplies. After the war the political unrest of the country militated against any expansion, investment, or even improvements, and it is only now that Northern Ireland is offering a field for electrical appliances.

Here again, except for electric ranges and cookers, the sale of appliances is entirely in the hands of the retail merchants, and they report an increasing demand.

The utmost care has been taken in securing only the best material procurable for the street mains and a close check is kept on all work to insure its quality. The same attention, however, is not paid in the case of house wiring. About 25 per cent of the homes in Belfast are wired, and approximately 90 per cent of those being built are fitted for electricity.

Northern Ireland is a new market for electrical equipment, the public shows the keenest interest, and the retailers report that they are besieged with inquiries for new and standard devices which have been seen advertised in English, Canadian, and American periodicals. One of the largest firms in Belfast is just completing an addition to their building, and in anticipation of the business in household electrical appliances they are devoting one entire floor, comprising several thousand square feet, for the exhibition, demonstration, and sale of electrical products.

This territory should offer a fair market for Canadian goods which are competitive in price, including stoves, cookers, washing machines, refrigerators, and small household devices. With the increasing use of hardwood floors throughout Scotland and Northern Ireland there may spring up a demand for small, inexpensive polishing machines, although as yet there is little business done in this line.

The new Scottish Electricity Scheme (which is to be followed by similar development in Ireland) will do much to influence the greater use of electricity. Costs will be greatly reduced, and above all, instead of as at the present time as many as six different voltages and cycles in use in Glasgow, the district will be standardized to one. This will be a considerable benefit both to the manufacturers of electrical appliances and to the retailer.

Canadian firms wishing to export to this market should send full descriptions and illustrations. Quotations should be c.i.f. and expressed in sterling. Catalogues are on file at the Department of Trade and Commerce, Ottawa, and are available on application to interested Canadian firms.

PORTLAND CEMENT PRODUCTION IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 8, 1928.—Though there is a great scope for expansion in the consumption of cement in Australia, plant capacity of the works in the several States is much in excess of present requirements.

Some time ago those engaged in the industry expressed the fear that competition would assume such proportions as to place the industry at some disadvantage, and to-day many units are idle. Capacity of the plants in all parts of Australia approximate 1,022,500 tons annually, while, according to recent authoritative statements, the present consumption is at the rate of 700,000 to 750,000 tons.

The companies now operating have individual plants capable of making the following quantities of cement in each State:—

	Tons
Victoria (three companies)	207,500
New South Wales (four companies)	600,000
Tasmania (two companies)	50,000
South Australia (two companies)	70,000
Queensland (one company)	55,000
Western Australia (one company)	40,000
Total	1,022,500

In addition, the construction of another large plant is being undertaken in New South Wales, and this enterprise promises to attain a position which will

enable it to underquote competitors because of its advantageous situation. Despite the fact that the Australian cement plants are not working to anything like full capacity, some 20,000 tons or so of cement are still being imported annually, mostly from the United Kingdom. This is mainly due to Australian rail and sea freights to some sections of the country being much higher than freights from the United Kingdom and the Continent to the same destinations and, to a lesser extent, to the conservative opinion of some users who have been accustomed to certain imported brands for many years.

The Portland cement industry in Australia enjoys not only the natural protection of oversea freights, insurance, exchange, and landing charges, but also derives a substantial benefit from the customs duties of £1 applicable to importations from the United Kingdom only and £1 10s. per ton (2,240 pounds) on importations from all other countries (including Canada).

AUSTRALIAN HARDWOODS

COMMERCIAL AGENT B. MILLIN

Sydney, March 8, 1928.—The characteristic feature of Australian trees is that by far the majority produce a hardwood, softwoods forming only a comparatively small portion of the whole.

Of all the Australian genera, the genus *Eucalyptus* probably covers at least two-thirds of the whole surface, and it is these trees that supply the bulk of the hardwoods for the timber trade. Although these woods must be classified under the headings of hardwoods, they possess great differences in physical properties, and it is these features which give them such a high reputation and make them of so much value to various trades. Their rapidity of growth is remarkable—a eucalyptus tree will attain greater dimensions in twenty-five years than an oak tree in two hundred years. The range of qualities of Australian hardwoods is such that a good substitute can be found amongst them for any exotic timber in colour, grain, weight, texture, durability, and other properties.

The line of demarcation between “hard” and “soft” woods is rather vague, but many Australian hardwoods are quite easily worked, whilst other kinds offer great resistance to cutting tools.

DESCRIPTIONS OF THE MOST USED AUSTRALIAN HARDWOODS

As the name implies, Ironbark is an extremely hard wood and for combined strength and utility is not excelled in any part of the Continent of Australia.

Grey ironbark is the hardest (*Eucalyptus paniculata*) and is most used. It is indeed one of the hardest of all timbers, weighing when seasoned from 74 to 78 pounds per cubic foot. One of its many fine characteristics is that it does not shrink to any appreciable extent in seasoning and rarely develops gaping seasoning cracks. It never becomes ragged or spalled, but preserves an appearance of solidity, however exposed or unprotected. It is used for all kinds of heavy construction, whether in the substructure or superstructure of bridge building and especially where long spans are required. It is also much used for wharf construction and as keels in shipbuilding. Railway sleepers laid for twenty-five years have been found to be quite sound and have only been removed because so many holes have been made in renewing bolts and spikes.

Red ironbark is specially suitable for wharf and bridge construction, but contains more heart wood than the grey. Scantling cut well away from the heart may be considered to be as good as the grey.

Grey gum (*Eucalyptus punctata*) ranks high amongst Australian timbers because when of good quality and free from defects it is an excellent substitute for ironbark, either in heavy construction work or in wharf and bridge building as girders, sheathing or decking, or piles when conditions do not warrant metal sheathing. In appearance it is so much like ironbark that it is difficult to distinguish between them. Red in colour, its wood is hard and heavy, and will stand hard driving. The growth of this tree is almost confined to the State of New South Wales. An instance of its lasting qualities recently came under the notice of this office, when a girder fifty years old was removed from an old Sydney building. Ordinary wood turning tools in the lathe broke when applied, and metal turning tools had to be used for turning purposes.

Murray River red gum (*Eucalyptus rostrata*) is regarded as par excellence the red gum of the States of New South Wales, Victoria, and South Australia. Its characteristics are its deep red colour, strength, durability, resistance to fungus diseases, white ants, cobra and borer. Its durability causes it to be largely used for posts and piles in damp ground. An excellent girder timber, it is used for bridges of all descriptions. It is suitable for coach building, being medium hard and close grained.

Blue or flooded gum (*Eucalyptus Saligna*) for general utility work is one of the best hardwoods of the State of New South Wales, for it can be applied to almost any purpose for which timber is employed. It is recorded that a coffin made of blue gum was found in a sound state after being buried in the ground for fifty years. This wood is essentially coastal; its size ranges up to 150 feet with a diameter of 3 or 4 feet.

Spotted gum (*Eucalyptus maculata*) is a particularly good timber, and is much in vogue for keels and other shipbuilding work, and for heavy work generally. It is also used in furniture making. An outstanding characteristic is its strength and elasticity, and it is much sought after for shafts, framing, axles, hammers and tool handles, naves and spokes. At one time hickory was employed for timbers and ribs in boat building, but this has been entirely supplanted by spotted gum, which is stronger and cheaper and bends with equal facility when steamed and retains its shape when cold.

Tallow wood (*Eucalyptus microcorys*) derived its vernacular name from its nature, which it retains permanently, and has thus created a demand for it for ball-room and other flooring. It is a general favourite for building work, as it least liable to shrink of all Australian hardwoods, does not burr readily, is not easily split, and yields readily to planing and turning. It is an excellent wood for street blocks, poles and cross arms, railway carriage and waggon framing.

Turpentine (*Syncarpia laurifolia*) is the best of Australian hardwood for piles for wharves, where it is necessary to use a timber capable of resisting the inroads of the marine cobra. Practically all the wooden wharves in Australia are built of turpentine piles; it is also used for building punts and as sheathing for wooden vessels. Its name might lead to the supposition that it is inflammable, whereas it is hard to burn. Piles are available in lengths from 40 to 80 feet, measuring 18 to 30 inches at the head, and 8 to 12 inches at the toe. At one time it used to be the practice at Sydney to sheathe the piles with copper, but this practice has been discontinued and the bark left on. The depth of water at some of the Sydney wharves reaches 80 feet, and to reach this depth piles are frequently fished together. Turpentine piles are used largely abroad, and some are now being used in the construction of the Singapore Naval Base.

Jarrah (*Eucalyptus Marginata*) is the best hardwood grown in West Australia, and is included in the group mahoganies. Although not known on the market as red mahogany, yet it more closely resembles this class of timber than any other. It is a splendid substitute for Honduras mahogany so largely used in other parts of the world in the cabinet trade. It is medium in weight, of a good fresh red colour, works up well and easily, takes a good polish, and is a beautiful timber for office fittings and furniture. It is, however, largely used for other purposes such as floors, carriage works, street blocks, railway sleepers, and for all descriptions of constructional work.

The foregoing descriptions include but a few of the Australian hardwoods. Altogether there are over 300 varieties of *Eucalyptus* classified. Other timbers of importance are Tasmanian blackwood, brush box, tea tree, grey box, blackbutt, ash, mountain ash, stringybark.

Australian hardwoods generally speaking show a beautiful grain when polished, and are exceptionally good for inlaid work.

SOUTH AFRICAN MARKET FOR GRAMAPHONES AND RECORDS

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, March 12, 1928.—There has been a steady increase during the past four years in the imports into South Africa of gramophones and records. Each annual increment, moreover, is of fairly large proportions. Commencing with a total of £128,103 in 1923, the value of these imports increased during 1924 by roughly 42 per cent to a total of £181,745. During 1925 a further increase of £67,827, approximately 37 per cent, occurred, and in 1926 the total imports had risen by £117,946 to £367,518, a 47 per cent increase. The import figures for 1927 are not yet available, but the Commissioner of Customs has provisionally estimated the imports in this item for last year at £400,000, which shows again a substantial increase over the previous year.

Great Britain has practically a monopoly of the entire trade. In 1926 over 89 per cent of the business, represented by a value of £329,734, went to manufacturers in the United Kingdom. The only two other suppliers worth mentioning are the United States and Germany with totals of £17,019 and £16,793 respectively in 1926. The imports from the United States have kept pace with the general increase, but Germany has consistently lost ground every year, not only in percentages but in actual sterling values. Germany's import values for 1926, as compared with 1924, are £6,236 and 27 per cent less in actual value. Her percentage share of the total trade in 1926 is only 4.5 per cent as compared to 12.6 per cent in 1924, her best year. The American share is of a high-class, in well-advertised makes such as H.M.V. and New Edison, and in the better-class records produced by these companies, which sell on reputation and merit rather than on price.

The portable is the backbone of the gramophone trade in South Africa. The sales of cabinet machines cannot compare with those of portables, and in this department Great Britain easily surpasses any rival. The Union is an outdoor country and buyers want something which they can take on picnics and camping parties. As well, the demand for much more expensive cabinet machines must necessarily be limited, since the white population of the Union is only 1,700,000. The coloured trade is confined almost entirely to the portable machine, as the buying power of the coloured section of the community is limited and, as a rule, does not run to cabinet models. It is this section of the trade, combined with cheap cabinets, which Great Britain has been so successful in capturing. Many South African music houses retail British machines under their own brands instead of pushing some well-known British make on

an agency or sole distribution basis. As opposed to this, the business in American machines is limited to brands which are well-known the world over, and which are advertised extensively by the makers. One of these firms spends around \$1,000 per month in advertising in Cape Town alone.

An example of British values is evidenced by the recent trip overseas of the head of a large music house who desired instruments under his own mark. He was able to obtain in Great Britain a portable at \$5.46 f.o.b. factory, a slightly better model at \$9.23, and an upright machine of good appearance at \$17. No Canadian manufacturer has been able to approach such prices. Two examples of British portables which are distributed on similar lines to American machines are the "Decca" and "Columbia". The former retails at £7 7s. (\$35.77) as against £9 9s. (\$45.99) for the H.M.V. and Columbia. One Canadian manufacturer is selling a few portables in South Africa which range in price from £12 to £16 f.o.b. Canadian seaboard, and there is room for others who can offer equal values. A supporting line of cabinet machines will help to a certain extent, but the portable is the main item and is the foundation of any sales success in this territory.

Canadian firms have not yet been able to obtain any of the Union's trade in records, other than a few small orders. The best price offered to date was somewhat higher than British and American quotations on cheap records and no business resulted. There is the usual demand for high-class records, and these are as saleable in South Africa as anywhere, the business being fairly equally divided between Great Britain and the United States. This is, however, the smaller end of the record trade, the cheaper section being the most important.

Canadian manufacturers who can offer a portable are requested to forward this office prices f.o.b. Atlantic ports, shipping weights and measurements and full information.

BRITISH GUIANA TARIFFS AND TAXES IN 1928

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, April 2, 1928.—After somewhat lengthy deliberations, the Combined Court of British Guiana has passed the Customs Tariff and Tax Ordinance for the current year which came into operation on February 16.

In the latter part of January, the Government intimated that the approximate accumulated deficit as at December 31, 1927, would be \$1,121,581, of which \$497,029 had been carried forward from 1926. It was estimated that there would be a shortage of \$746,497 on the estimated revenue for 1927 and a net excess expenditure of \$46,289; the approximate figures were revenue \$5,084,292 and expenditure \$5,708,845. With regard to 1928, the draft estimates provided for expenditure of \$5,632,916, but after certain items were deleted and additions made, the approved estimate was \$5,540,669. Estimated revenue, based on existing taxation, was \$5,328,629, which left the sum of \$212,040 to be found. There was also the sum of \$189,000 due from the municipality of Georgetown, for interest on advances in connection with sewerage works, which was included in the estimated revenue, but this could not be collected in the current year as the municipality had made no provision for it. It therefore became necessary to find an additional \$401,000 altogether.

The Government suggested a tax on incomes which was estimated to produce from \$250,000 to \$300,000. They also proposed a scaled package tax of 12 cents to 24 cents according to size, which it was anticipated would yield about \$165,000. An alternative measure was suggested, namely, an invoice or bill

of entry tax of 2 per cent on the value of all articles imported. On the matter being put to a vote, the income tax motion was defeated, and after some minor changes the bill of entry tax was adopted and the Customs Tariff altered placing an ad valorem tax of 40 cents Preferential and 80 cents General Tariff per 100 pounds on vegetables and ground provisions which had been previously on the free list. There is a surtax of 25 per cent of the duty in addition to the basic duties.

The principal changes as compared with last year's duties so far as they affect Canadian exporters are as follows:—

	1927		1928		Surtax on Duty
	Pref.	General	Pref.	General	
Coarse or rock salt, per ton	\$1.25	\$2.50	\$1.50	\$3.00	30%
Fine salt, not in small packages, per 100 lb.	0.25	0.50	0.25	0.75	25%
Vegetables and ground provisions, 100 lb.		Free	0.40	0.80	25%

The surtaxes were in force also under the 1927 tariff. The rates on "vegetables, dried, canned or preserved" and on garlic and onions are not altered.

A bill of entry tax of 2 per cent on the c.i.f. value of all imported goods delivered ex ship or from bond or imported by post.

TRADING WITH BRAZIL

TRADE COMMISSIONER A. S. BLEAKNEY

II

ESTABLISHING A CONNECTION

(1) SHOULD THE EXPORTER SEND DOWN A MAN TO SELECT AN AGENT AND STUDY THE MARKET

If, following the preliminary investigation referred to in the last issue of the *Commercial Intelligence Journal*, prices appear to be competitive and the organized competition not too strong, it is the Trade Commissioner's strong conviction that the export manager, his assistant, or the exporter's most experienced salesman who is slated for the export department, should visit Brazil for the purpose of establishing a selling connection. It is important that the man who visits Brazil should deal with the agent later. There is little use in sending (say) a director who may not have an intimate factory knowledge of the goods and who may not be a salesman. It is better to send an experienced salesman with a thorough knowledge of the goods but who has his reputation still to make in the export field, if the export manager is not available. But whoever is selected for this work should enjoy the full confidence of his firm and be in a position to make decisions on the spot and adapt himself to the problem which will confront him. It is a great handicap to send down a man already bound up with hard-and-fast factory sales policies. It will probably be impossible to find the right man who can speak Portuguese, but this, although desirable, is not strictly necessary. The qualifications most valuable for this work in Brazil are shrewd judgment of markets and men, ability to sell ideas, a quiet and courteous manner, perseverance, and a pleasing personality. It will be of assistance to the exporter's representative if the Trade Commissioner's office is advised well beforehand of his visit and is given a full outline of the goods to be marketed, together with the exporter's general ideas as to sales policy, which, however, should be subject to modification. The exporter's representative should spend from a fortnight to a month divided between Rio and Sao Paulo, but by advising the Trade Commissioner beforehand he can have interviews arranged and information collected on prospects, which will save him consider-

able time. The exporter's most important step is the appointment of his agent, who in Brazil can make or break his business. The matter should have his most serious consideration and his best man is none too good for this task.

(2) IF IMPOSSIBLE TO SEND DOWN A MAN, CAN A CONNECTION BE ESTABLISHED BY MAIL?

If the market for the product is limited and does not warrant the expense involved in sending a man to Brazil, it is quite possible to arrange matters by correspondence. The Trade Commissioner's office has recommended a good many agents to Canadian firms, and in a number of cases these have developed real business. An importers' directory is maintained, containing the names of several hundred selected firms, who already hold at least one British or American agency. These firms have all been checked recently at the banks as to their standing, and their history sheets give the exporter many alternative references. They are practically all known to the office personally, many of them intimately. They are all indexed by the commodities they handle. If the exporter writes to the Trade Commissioner's office, he can secure an agent if the goods are saleable and sales conditions are competitive. While the Trade Commissioner cannot give an exporter's inquiry the fortnight's or month's undivided attention that his own man could, he can frequently through his experience of the market suggest several alternative firms whom he can approach. If the exporter sends him samples and c.i.f. prices, he will show them to the best prospects in Rio and may get a good connection in the course of a week or ten days at no expense except for a few telegrams. A copy of this directory is on file for consultation at the Department of Trade and Commerce, Ottawa.

There are, however, certain general features of the problem of representation in Brazil which it is desired to touch on briefly. These deal with the different forms of representation commonly employed in Brazil, and reference will be made to them in order of importance, as follows:—

(3) THE MANUFACTURERS' AGENT, AN INDIVIDUAL SELLING ON COMMISSION

This is the most usual form of representation employed by American firms whose export problem is most analogous to ours. This type of representation is probably the most practical selling medium for Canadian exporters, as the cost of doing business is low. Unfortunately, suitable men who can be interested are scarce. The successful men are usually overstocked with agencies; the unsuccessful are not desirable. There are always new men, who may be ex-employees of big importing firms, starting in business, however, and these men, if their antecedents are good, are worthy of encouragement. Amongst the successful manufacturers' agents who are already established and who are a known quantity, there are two general types. There is the specialty salesman, who is the agent of say a half dozen factories making related lines of goods. This agent will cultivate one trade—say the electrical trade—intensively, and will handle only goods which he can offer to his special clientèle. He usually has a small office with a low rental and only two or three office employees, and he calls on the trade himself. Frequently he has a second line of agencies which may be numerous, but these he only works in spare moments and when special big contracts offer. If the exporter can interest such an agent in an additional line which fits in well with his active specialties, he may render him efficient sales service. On the other hand, if the exporter gets in his second line of agencies, he will be smothered. Business is done more largely on friendship in Brazil than in any other country in the Trade Commissioner's knowledge, and the man who personally visits his customers is the man who gets the business.

The second type of manufacturers' agent handles many varied lines of goods and deals with half a dozen different trades, and will employ a number of salesmen and will probably give the exporter's product a fair share of attention. The weakness of this type of agent is that his expenses are very high and if he strikes a bad business depression it may drive him to the wall. Many of this type of agent are in difficulties now. If he fails, the exporter has received a bad setback. Furthermore, salesmen employees in Brazil are usually not specially trained and frequently (perhaps unknowingly) misrepresent goods to secure sales and commissions, as they have not the interest of the specialty man in looking to future business. Furthermore, they have not the same entrée with their clientèle that the specialty salesman has who cultivates his customers himself. The agent who visits the customer himself will often sell where the paid salesman will not even get an interview. Brazilian salesmen are inclined to move from firm to firm, taking a number of their customers with them, and are not a great asset in building up a business.

The disadvantage of both types of manufacturers' agents is the fact that they have usually slender resources and may be here to-day and gone to-morrow, with a consequent necessity of reallocating the agency and loss of time and business. They usually cover a limited territory and the exporter may have to deal with several of them in the different cities. They usually work on commission and will not assume *del credere*.

(4) THE INCORPORATED IMPORTING FIRM, SELLING ON COMMISSION OR BUYING OUT-RIGHT

This is the other usual form of exclusive representation, and is the most common form utilized by British firms. There are a considerable number of such firms in Brazil, say about three hundred reputable British, American or Brazilian firms importing British, American, and Canadian goods. Probably about 80 per cent of the British business placed with this type of house is done through firms of British nationality, incorporated under Brazilian laws. The Americans use the British and Brazilian houses to a considerable extent. The British, on the other hand, stick more to their own nationals. Many of the British importing houses have been in business for a great many years and know the Brazilian market thoroughly; they are usually strong financially and are excellent credit risks on whom drafts are good paper. A considerable number of the Brazilian firms importing British and American goods are also in this category. These firms frequently buy outright, and the British firms may assume *del credere* for an extra one or two per cent commission. These firms may have many branches and cover a wide territory where they have excellent connections of long standing. Where they do not cover a wide territory, they tend to restrict sales as they are naturally in competition with other importing houses, to whom the individual manufacturers' agent might sell. Very often, however, it is necessary to sell through one of these houses to introduce a new line which it may not be possible to get the manufacturers' agent to sell. On account of their long standing, however, many of these firms have a great many varied representations which they have established; they are not anxious to take on new lines; and if they are "high-powered" into taking them on, they will neglect them. It is true also that these big firms do not give their agencies much individual attention, everything going through a routine. Occasionally, however, they are dissatisfied with the supplier of a particular article of a more or less standard nature and are open to take on a new line. This office has taken advantage of several such opportunities. In this case a manufacturer may secure an invaluable source of distribution for his product and build up a big business quickly. On the other hand, there is danger that the new agency

may make its appearance on their letterhead and nothing more be done. Many firms will accept a competing agency in order to smother it. Care should be taken to see that no competing line is handled. It is also regrettably true that some of these old-established firms are not as energetic as they might be; have become ultra-conservative and inclined to rest on their oars. One such firm recently failed on the hundredth anniversary of their foundation. The advantages, however, of a permanent connection with an old-established firm with an established market and no competing line are obvious.

(5) THE SMALLER IMPORTING HOUSE

There are a number of fairly small firms in Brazil which are usually partnerships constituted between ex-employees of the bigger firms, frequently men of initiative who have decided to work for themselves. They are half-way between the individual manufacturers' agent and the big importing firm, with many of the advantages of both. The Trade Commissioner has two such firms in mind and ranks them amongst the best representatives in Brazil. One of these has represented a large Canadian firm for many years and is open to represent others.

As to the relative advantages of selling on commission or selling outright, in the case of these big firms experience shows that it is better to sell on commission having the importing firm submit credit reports on customers. Selling outright in many cases restricts sales. As a general rule it is better not to sell outright, even if it were possible, to a manufacturer's individual agent. It is better to bill his customers direct and diversify the investment, after obtaining information through credit reports that his customers are good risks. If the exporter has a good agent on the spot who knows the trade, he should be able to resell at a small or no loss in case of refusal, probably at the sacrifice of profit only. On certain goods such as brake lining which has to be stocked, it is probably better to sell outright. The principal advantages of billing customers direct and dealing through a reliable commission agent is that in case of dispute your agent is on the spot to represent the exporter's interests. This is absolutely essential in doing business with Brazil. Some of these firms seek consignment, but it is not a practice to be recommended in Brazil.

(6) RESIDENT FACTORY REPRESENTATIVE ATTACHED TO IMPORTING HOUSE

This is a method often resorted to by American firms. It is particularly desirable on technical lines where a suitable firm knowing the goods is not available, and the exporter's importing house is good but uninformed on his technical goods. Such an arrangement may be of a temporary nature. It is sometimes desirable, if the exporter connects up with a big house with many established agencies whose reliability is an attraction but whom he fears may vegetate on his agency. His representative can spend his full time selling in company with the importer's salesmen and can see to it that the goods get proper attention. He is also in a position to keep the exporter constantly posted on the developments of his business and on the strength of customers to whom his representatives sell. The importing house carries the expense of office and warehouse space and pays for operation and the exporter's representative escapes taxes as a salesman only. A common arrangement is for the factory to pay its own man's salary, while the importing house pays his travelling expenses. Importing houses will often work on a smaller commission while the exporter's representative is with them helping establish the business. They can often be induced to take on a new line if they are offered this inducement. Certainly they need some inducement to take on new lines at even the same price against established goods.

(7) THE BRANCH HOUSE OF PURELY SUPERVISORY CHARACTER

A somewhat similar arrangement to that just mentioned is the branch house of a purely supervisory nature. In this case the factory representative is not attached to the importing house. He may not even have an office and be classified as a travelling salesman. One big cement combine are represented in this way. Their representative takes no orders and thus avoids all taxation and moves about the country. He deals with a number of importing houses who are their agents. But he keeps in close touch with the operations of these houses and is always on the spot in case of difficulties or disputes. The Radio Corporation of America works on these lines. The actual branch house incorporated under Brazilian law is usually too expensive for any but the biggest world-known firms.

(8) SELLING THROUGH UNITED STATES GROUP EXPORT HOUSES

Certain United States group export houses for tools, machinery, and hardware have branch offices in Brazil and represent Canadian firms. These usually do a good business at small cost to their subscribers. This is a very practical arrangement, but it is usually adopted by Canadian firms having American affiliations.

(9) SELLING THROUGH UNITED STATES INDENT HOUSES

The Trade Commissioner developed some business in staples by this means. These are usually New York houses with branches in Brazil, who buy staple goods in the cheapest market. Naturally they are close buyers. They usually pay cash in New York, and deal in metals, heavy chemicals, iron and steel, and flour. This business, while safe and often interesting, is of a spasmodic nature and not very constructive. These houses are, however, often a good medium to check the competitive nature of selling prices.

(10) THE COLLECTIVE BRANCH HOUSE

This involves creating a new channel of trade. While it is sometimes difficult of accomplishment owing to the many interests involved and the geographical distribution of the associated factories, it is an entirely feasible means of entering the market, and particularly so in such lines as flour, codfish, apples, and produce. Such co-operative schemes usually work best when organized as separate joint-stock companies, as when contributions are made some firms are dissatisfied with their share of the business. Canadian exports to Brazil are sufficiently large to form the basis of such a business, but the buying of non-competing lines in the cheapest market should be permitted. It could be organized as a supervisory branch at low cost, or as an incorporated Brazilian company licensed to buy and sell. The allotted cost through stock investment should not be burdensome to the individual firms interested. There is a real need for such a Canadian sales organization in Brazil. Possibly the same purpose would be served by some existing big Canadian export firm opening a branch office in Brazil. No such branch office of a Canadian export firm exists at present.

(11) THE TRAVELLING SALESMAN

The travelling salesman in the usual sense of the word is not employed much in Brazil, except by English textile mills in presenting their new season's designs to their regular customers. He is only useful to make a periodical tour of existing connections and generally covers the whole of South America. This market is too specialized for him to take orders from new prospects. He would not be likely to cover expenses, and if he did take a number of orders, he would

probably involve the exporter in difficult collections with no one on the spot to look after his interest. These remarks do not refer, of course, to the specially selected representative visiting Brazil to appoint agents.

(12) SUMMARY

To sum up, the exporter requires one of the above forms of representation in this market if he wishes to sell his goods. To endeavour to sell outright on credit or even cash-against-document terms from time to time is a dangerous procedure without an agent on the spot. The Trade Commissioner's office has been called upon by exporters on more than one occasion when in difficulties occasioned by this procedure, but the time expenditure thereby involved was hardly justified, bearing in mind the needs of other inquirers. The goods are usually under the control of the bank on such occasions, and the bank has to be instructed in detail to utilize this office's services. The Trade Commissioner is unable to sue the defaulting buyer, whereas the exporter's properly constituted agent could do so if it were thought desirable. It is submitted that the appointment of an agent is the most important step in exporting to this market. In his character and reputation is the exporter's greatest guarantee of safety and profitable business. The matter will warrant the exporter's careful study and thought. The Trade Commissioner's office is entirely at his service in a consultative capacity.

(13) INTERESTING THE AGENT

Many Canadian firms in writing to the Trade Commissioner seem to be under the impression that each foreign inquiry that reaches them is directed exclusively to them by the foreign firm concerned. Generally, a dozen other firms have been communicated with in as many countries. An inquiry is only a notification to the Canadian exporter that he can enter the contest to interest the importer. The firm whose prices are competitive and who give the best impression of service, accuracy, and a knowledge of exporting will establish the connection. The man on the spot seeking a connection, other things being equal, will interest the importer most. Consequently, when corresponding the exporter is urged to lessen the handicap by writing the best export letter he can; to send good photographs of his products if samples are too bulky for the preliminary letter; to give prices c.i.f. Rio; to be sure that his discounts are clear; and to indicate on his export price list the basis of his prices. Inland quotations are worse than useless. They give the firm that send them the reputation of being provincial. It is better in an export letter to say too much than too little. Brazilians complain that Canadians when they write say so little.

It should also be borne in mind that the manufacturers' agent or importer is primarily interested in making money. The banks, chambers of commerce, and trade offices in Brazil are deluged with catalogues, prices, and offers of goods from all parts of the world. It is a most competitive market. The majority of manufacturers' agents and importers have cupboards full of catalogues which have been submitted to arouse their interest. The exporter's letter must be outstanding. It must show the agent why he should take up his particular goods. Some inducement must be offered him to take up a new line against established competition. It is here that the Trade Commissioner's personal visit can often turn the scale, but he must have every assistance and support from the exporter.

MARKING OF GLUE AND GELATINE FOR UNITED KINGDOM

Mr. Harrison Watson, Chief Canadian Government Trade Commissioner in the United Kingdom, advises that the Standing Committee of the Board of Trade has issued a report recommending the compulsory marking with an indication of origin of imported glue and gelatine. Any Canadian firms interested may obtain full information on application to the Department of Trade and Commerce, Ottawa.

MR. L. M. COSGRAVE'S VISIT TO CANADA

Mr. L. M. Cosgrave, Canadian Trade Commissioner in China, has arrived at Vancouver with the object of making a tour of Canada in the interests of Canadian trade with China, and is expected to reach Ottawa on April 21. Canadian firms who desire to be brought in touch with the Trade Commissioner or to interview him are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING APRIL 16

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 16, 1928. Those for the week ending April 10, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending	Week Ending
			April 10, 1928	April 16, 1928
Austria.	Schilling	.1407	\$.1412	\$.1412
Belgium.	Belga	.1390	.1395	.1396
Bulgaria.	Lev	.1930	.0075	.0071
Czecho-Slovakia.	Krone	.....	.0296	.0296
Denmark.	Krone	.2680	.2680	.2682
Finland.	Markka	.0252	.0252	.0251
France.	Franc	.1930	.0393	.0393
Germany.	Reichsmark	.2382	.2389	.2391
Great Britain.	£	4.86½	4.8741	4.8814
Greece.	Drachma	.1930	.0132	.0132
Holland.	Florin	.4020	.4026	.4031
Hungary.	Pengo	.1749	.1750	.1749
Italy.	Lira	.0526	.0527	.0527
Jugo-Slavia.	Dinar	.1930	.0176	.0176
Norway.	Krone	.2680	.2670	.2684
Portugal.	Escudo	1.0805	.0445	.0434
Roumania.	Leu	.1930	.0063	.0063
Spain.	Peseta	.1930	.1680	.1682
Sweden.	Krona	.2680	.2684	.2684
Switzerland.	Franc	.1930	.1925	.1926
United States.	\$	1.0000	.9990	.9996
Argentine Rep.	Peso (Paper)	.4244	.4280	.4278
Brazil.	Milreis	.5462	.1206	.1205
Chile.	Peso	.1217	.1225	.1224
Colombia.	Peso	.9733	.9728	.9776
Mexico. . . . .	\$	.4985	.4880	.4875
Peru.	Libra	4.8665	3.9700	3.9787
Venezuela.	Bolivar	.1930	.1930	.1929
Uruguay.	Peso	1.0342	1.0362	1.0334
Cuba.	Peso	1.0000	.9992	1.0000
Batavia, Java.	Guilder	.4020	.4025	.4024
China.	Tael	.....	.6325	.6343
India.	Ruppee	.3650	.3675	.3675
Japan.	Yen	.4985	.4790	.4778
Siam.	Tical	.3709	.4575	.4573
Singapore, Str. Settlements. . . . .	\$	.5678	.5750	.5675
Jamaica.	£	4.86½	4.8800	4.8800
Barbados.	\$	1.0000	1.01½—1.02¼	1.01½—1.02½
British Guiana.	\$			
Trinidad.	\$			
Other British West Indies.	\$	1.0000	1.00 —1.02¼	1.00 —1.02¼
Guadeloupe.	Franc	.1930	.0393½	.0393
Martinique.	Franc	.1930	.0393½	.0393

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

328. CHEESE AND BUTTER.—A South Wales produce broker desires to represent Canadian exporters of cheese and butter in South Wales.

329. GALLON APPLES.—Irish Free State firm desire to represent Canadian exporter of gallon apples on agency basis.

330. DRIED APPLES.—An agent and broker in Hamburg, Germany, wishes to act as a representative of Canadian exporters of dried and evaporated apples.

331. CANNED GOODS.—An agent and broker in Hamburg, Germany, wishes to act as a representative of Canadian exporters of various kinds of canned goods, including canned fruits, canned fish, and canned meat.

332. FOOD PRODUCTS.—A London indent firm, which purchases mainly on behalf of the West Indies, Colombia, and British Guiana, are prepared to consider Canadian offers of Bacalao and other dried fish, evaporated fruit, chocolates, etc., when placing orders.

333. CANNED LOBSTER.—Importers in Genoa, Italy, wish to secure representation for canned lobster.

334. An agent in Milan, Italy, is desirous of representing Canadian firms exporting canned fish, lard, sugar, and pharmaceutical products.

335. LARD.—Provision merchants in Genoa, Italy, desire connections for Canadian lard for the Italian market.

Miscellaneous

336. WHEAT.—An Italian agent wishes to act as representative for Canadian exporters of wheat

337. OATS AND BRAN.—A commission merchant in Port of Spain, Trinidad, is desirous of obtaining the representation of a British Columbia exporter of oats and bran.

338. SAUSAGE CASINGS.—A firm in Hamburg, Germany, in the sausage casings trade wish to get in touch with Canadian exporters of this product.

339. STOCKINETTE GLOVES.—A London manufacturers' agent is in a position to regularly import large quantities of Canadian-made stockinette gloves, provided that suitable arrangements can be made. Sample of the type of glove required is available at the Department. Canadian manufacturers wishing to follow the matter up should send their lowest quotation free Canadian port, accompanied by samples of the glove which they can offer.

340. SHOE LEATHER.—Italian firm dealing in the various lines of shoe leather in demand in Italy are desirous of getting in touch with a Canadian concern with a view to acting as representatives in Italy.

341. BOXES.—Edinburgh firm desire quotations on 56-pound butter boxes, to their own specifications.

342. CLOTHES PEGS.—A West of England firm of manufacturers and importers desire to represent Canadian manufacturers of clothes pegs in the West of England and South Wales.

343. BEECH DOWELS.—A Midland firm of manufacturers of stationers' sundries of all types desire quotations on beech dowels; diameters $\frac{3}{16}$ inch, $\frac{1}{2}$ inch, and $\frac{5}{8}$ inch, lengths in any multiple of 12 inches. Quotations c.i.f. United Kingdom port in sterling, in lots of 500 or 1,000 gross.

344. CASCARA BARK.—A North of England firm of wholesale druggists and manufacturing chemists are interested in receiving c.i.f. quotations from Canadian exporters for approximately 5 tons of 1927 cascara bark for prompt shipment to Liverpool.

345. CANADIAN CELLULOSE.—Italian firm acting as import and export agents are desirous of getting into touch with Canadian exporters of cellulose.

346. SANITARY GOODS.—An engineering company with head office in London and a branch in Ceylon are willing to consider Canadian offers of sanitary goods when in the market for same.

347. KITCHENWARE.—A London indent firm, which purchases mainly on behalf of the West Indies, Colombia, and British Guiana, are prepared to consider Canadian offers of enamelled ware and aluminium ware when placing orders.

348. **AUTOMOBILES AND BICYCLES.**—An engineering company with head office in London and a branch in Ceylon are prepared to consider offers from Canadian manufacturers of automobiles and bicycles when placing orders.

349. **HARDWARE AND TOOLS.**—An engineering company with head office in London and a branch in Ceylon are prepared to consider offers from Canadian manufacturers of hardware and tools when placing orders.

350. **MACHINE TOOLS; SMALL TOOLS; CONTRACTORS' PLANT.**—A London firm, which already represent several important manufacturers of engineering specialties, are open to undertake the agencies of Canadian manufacturers of machine tools, small tools, and contractors' plant.

351. **AXES.**—A firm of tool importers in the North of England are desirous of establishing contact with Canadian manufacturers of felling axes, hunters' axes and hatchets, with a view to representation.

352. **CARPENTERS' HAMMERS.**—A firm of tool importers in the North of England are desirous of establishing contact with Canadian manufacturers of carpenters' hammers with a view to representation.

353. **MACHINERY.**—An engineering company with head office in London and a branch in Ceylon are prepared to consider offers from Canadian manufacturers of machinery when placing orders.

354. **IRON AND STEEL.**—A London indent firm, which purchases mainly on behalf of the West Indies, Colombia, and British Guiana, are prepared to consider Canadian offers of iron and steel tubes, wire, cut nails, and wire fencing when placing orders.

355. **ELECTRICAL SUPPLIES.**—An engineering company with head office in London and a branch in Ceylon are willing to consider Canadian offers of electrical supplies when in the market for same.

356. **CEMENT.**—A London indent firm, which purchases mainly on behalf of the West Indies, Colombia, and British Guiana, are prepared to consider Canadian offers of cement when in the market.

357. **CHEMICALS AND METALS.**—A London firm are open to undertake the agencies of Canadian manufacturers of such lines as chemicals and chemical products; metals (ingots, sheets, bars, or finished goods).

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To ANTWERP.—Montnair, Canadian Pacific, May 5.

To SOUTHAMPTON.—Montroyal, April 25; Montnair, May 5; Empress of Scotland, May 9—all Canadian Pacific.

To HAMBURG.—Montroyal, April 25; Empress of Scotland, May 9—both Canadian Pacific.

From Montreal

To ANTWERP.—Canadian Ranger, May 5; Canadian Mariner, May 15—both Canadian National SS.; Beaverbrae, May 11; Metagama, May 16—both Canadian Pacific.

To AVONMOUTH.—Concordia, May 5; Salacia, May 19—both Anchor-Donaldson; Nessian, White Star Line, May 12; Bothwell, May 10; Bolingbroke, May 24—both Canadian Pacific.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, Head Line, May 15.

To CARDIFF AND SWANSEA.—Canadian Aviator, May 4; Canadian Rancher, May 18—both Canadian National SS.

To DUNDEE.—Cairnmona, Thomson Line, May 25.

To GLASGOW.—Carmia, April 27; Letitia, May 4; Carrientes, May 11; Athenia, May 18—all Anchor-Donaldson; Melita, April 28; Bothwell, May 10; Minnedosa, May 17—all Canadian Pacific.

To HULL.—Bay State, May 3; Ariano, May 19—both Furness Line.

To LIVERPOOL.—Calgaric, April 28; Regina, May 5; Laurentic, May 12; Doric, May 19—all White Star Line; Montclare, April 27; Montrose, May 4; Montcalm, May 11; Minnedosa, May 17—all Canadian Pacific; Antonia, April 27; Andania, May 11—both Cunard Line.

To LONDON.—Canadian Ranger, May 5; Canadian Mariner, May 15—both Canadian National SS.; Megantic, May 3; Albertic, May 17—both White Star Line; Beaverburn, April 27; Beavertale, May 4; Beaverbrae, May 11; Beaverhill, May 18; Marloch, May 19—all Canadian Pacific; Aurania, April 27; Ascania, May 4; Alaunia, May 11; Ausonia, May 18—all Cunard Line; Bay State, May 3; Ariano, May 19—both Furness Line.

To MANCHESTER.—Manchester Regiment, May 3; a steamer, May 10, May 17—both Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnglen, May 4; Cairnross, May 11; Cairnesk, May 18—all Thomson Line.

To SOUTHAMPTON.—Megantic, May 3; Albertic, May 17—both White Star Line; Metagama, Canadian Pacific, May 16.

To BORDEAUX AND HAVRE.—Laval County, County Line, May 5.

To BREMEN.—Cairndhu, May 5; Seatwell, May 19—both Thomson Line; Lahn, North German Lloyd, May 12.

To COPENHAGEN AND BALTIC PORTS.—Kentucky, May 12; Florida, May 22—both Scandinavian-American Line.

To HAMBURG.—Beaverburn, April 27; Beaverhill, May 18—both Canadian Pacific; Brant County, May 2; Hagen, May 11; Hada County, May 18—all County Line; Cairndhu, May 5; Seatwell, May 19—both Thomson Line; Lahn, North German Lloyd, May 12.

To ITALIAN PORTS.—Valflorita, Lloyd Mediterraneo Italian Service, May 16.

To NORWEGIAN PORTS.—Idefjord, Norwegian-American Line, May 25.

To ROTTERDAM.—Grey County, May 10; Augvald, May 20—both County Line.

To AUSTRALIAN PORTS.—Canadian Leader, Canadian National SS., May 19.

To NEW ZEALAND PORTS.—A steamer, New Zealand SS., May 16.

To SOUTH AND WEST AFRICAN PORTS.—Cariboo, Elder Dempster Line, May 15.

To SOUTH AMERICAN PORTS.—A steamer, Canadian National SS., May 15.

To ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Spinner, April 28; Canadian Runner, May 10—both Canadian National SS.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Canadian National SS., May 2.

To ST. JOHN'S, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National SS., April 26, May 10.

To CORNERBROOK.—Nayarit, May 7, May 21; New Northland, May 16—both Clarke SS.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Adour, May 5; Hedrum, May 18—both Ocean Dominion.

From St. John

To ANTWERP AND LONDON.—Canadian Explorer, Canadian National SS., April 26.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Invernia, Ocean Dominion, May 4; Canadian Pathfinder, May 5; Canadian Volunteer, May 19—both Canadian National SS.

From Halifax

To LIVERPOOL.—Newfoundland, May 5; Nova Scotia, May 23—both Furness, Withy.

To MANCHESTER.—Manchester Citizen, Furness, Withy, April 23.

To ST. JOHN'S, NFLD.—Newfoundland, May 5; Nova Scotia, May 23—both Furness, Withy; Nerissa, April 24, May 8, May 22; Rosiland, May 1, May 15—both Red Cross Line; Farnorth, May 5, May 19; Sambro, May 12—both Farquhar SS.

To SOUTH AND WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., May 5, 19.

To ST. PIERRE-MIQUELON.—Farnorth, May 5, 19; Sambro, May 12—both Farquhar SS.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier May 4; Canadian Pathfinder, May 18—both Canadian National SS.; Italia, April 27; a steamer, May 11—both Ocean Dominion.

To AUSTRALIAN PORTS.—Canadian Conqueror, Canadian National SS., April 28.

To NEW ZEALAND PORTS.—Canadian Challenger, Canadian National SS., April 25.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, May 16; Andalusia, May 2—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, April 26; Empress of Canada, May 17—both Canadian Pacific.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, April 24; Arizona Maru, April 30; Arabia Maru, May 14—all Osaka Shosen Kaisha.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Teucer, April 24; Tyndareus, May 15—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, May 7.

To AUCKLAND, WELLINGTON, LITTLETON AND DUNEDIN.—West Togus, American-Australian-Orient Line, May 13.

To MELBOURNE, SYDNEY AND BRISBANE.—West Carmona, Oceanic and Oriental Navigation Co., April 29.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Navigazione Libera Triestina, May 9.

To HAMBURG, ANTWERP AND BREMEN.—San Francisco, April 26; L. A. Christensen, May 16—both Hamburg-American Line.

To LIVERPOOL, LONDON AND ROTTERDAM.—Kinderdyk, North Pacific Coast Line, May 9.

To LONDON, HAMBURG, ROTTERDAM, ANTWERP.—Sambre, N. Pacific Coast Line, May 12.

To MANCHESTER.—Pacific President, April 24; Pacific Enterprise, May 7—both Furness (Pacific) Ltd.

To SOUTH AMERICAN PORTS.—Leikanger, Westfal-Larsen Line, May 12.

To KINGSTON (JAMAICA), PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), POINTE-A-PITRE (GUADELOUPE).—Uranienborg, Canadian Transport Co., April 26.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

J. H. English, Acting Trade Commissioner. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Deputy Minister: F. C. T. O'Hara

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MR. COSGRAVE'S ITINERARY IN ONTARIO

Mr. L. M. Cosgrave, Canadian Trade Commissioner to China, who is undertaking a tour of the Dominion in the interests of Canadian trade with that country, is about to begin his visit to Ontario. The following are the dates of his itinerary:—

Toronto	April 30 to May 12	Brantford.. . . .	May 21
Windsor.. . . .	May 14	Galt	May 22
Sarnia	May 15	Kitchener	May 23
London.. . . .	May 16 to May 17	Guelph.. . . .	May 25 to May 28
Woodstock	May 18	Hamilton	May 29 to May 31

ECONOMIC CONDITIONS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, April 11, 1928.—There is a continued large output of new ships in the Clyde yards, but the tonnage actually on the stocks at the moment is becoming smaller. There is no serious increase in unemployment, however, as there are many vessels which, having been launched, are at the fitting-out wharves and which require large forces of men for the purpose. When these vessels are gradually released for service there may be some rise in unemployment figures if new contracts are not obtained.

As a matter of fact, the unsatisfactory relation between tonnage launched and new contracts obtained during any particular period seems to be the subject of a periodical cry of distress, which must afford some amusement to people who are interested enough to follow the reports and yet detached from any personal stake in the industry. For it is the fact that for years past the new contracts obtained and made public in any period have been almost invariably disappointing as compared with the tonnage launched—disappointing in degree as this may be also. And yet the succeeding period shows quite a satisfactory number of launchings, at least as compared with anticipations based on contracts secured and made public nine to twelve months earlier. The explanation evidently is that quite a proportion of new contracts are not made public.

During the first three months of this year forty-one vessels of 162,900 tons were launched, the tonnage being the highest on record for the period. The previous highest was 149,700 tons in the first three months of 1921, and it was more than the output during the same period last year by fifteen vessels and 118,700 tons. It is a striking tale of work done, and it shows the improved spirit that now animates the industry, and that all concerned, employers and employed, are pulling their weight in active co-operation.

Business in the iron and steel trade is running on quiet lines. Home trade is steady, although it is hoped that shipbuilding orders, on which the Scottish steel trade so largely depends, will be more plentiful than of recent months. Export business is rather dull. On the whole, business is somewhat quiet and prices remain firm.

The Scottish tweed manufacturers are fairly busy. Cheviots and botany worsteds are in most demand. Wools are dear and firm in price. In the hosiery and underwear trade business is satisfactory and all factories are running full time.

NORTH OF ENGLAND COMMODITY MARKETS

TRADE COMMISSIONER HARRY A. SCOTT

TIMBER

Liverpool, April 7, 1928.—Transactions in New Brunswick and Nova Scotian spruce during the past few weeks have been on a hand-to-mouth basis. Small parcels have come forward by liners, but total arrivals have been limited. Most of the large importers are still carrying heavy stocks, and until these are reduced no important business is anticipated. The Manchester market has been more active than Liverpool, particularly for case making. Prices on the whole have been steady, liner lots from Nova Scotia being sold recently at around £13 15s. per standard c.i.f. Liverpool for deals, with the usual £1 less for scantling sizes. Most of the consignments by liner lots to Liverpool and Manchester were reported to be in scantlings.

Small contracts for whitewood from Dantzic continued to be arranged for prompt shipment, but little interest was reported in shipments for later dates. Exporters seem to show a certain unanimity in regard to prices, and there is no apparent anxiety to force sales. Current prices on assorted whitewood were recently in the neighbourhood of £14 5s. c.i.f. with mill run quality at around £13 15s. There has been a firm market throughout the month for birch planks of all descriptions, and the limited arrivals have found a ready outlet. Nova Scotian planks have continued in the neighbourhood of £16 10s. per standard; Quebec descriptions between £24 and £25.

No very extensive forward buying has been reported during the month for Douglas fir for this district, but local consumption continues on a heavy scale and evidence continues to grow of the increasing popularity of Douglas fir for many purposes. Shippers' quotations were again considerably varied throughout the month. For the month ending March 31, 1928, unofficial statistics of

certain imports, consumption, and stocks are given in comparison with the corresponding period of 1927 as follows:—

Liverpool

	Import		Consumption		Stock	
	1927	1928	1927	1928	1927	1928
Douglas fircu. ft.	142,000	9,000	43,000	139,000	246,000	444,000
Birch logscu. ft.	17,000	12,000	14,000	15,000	17,000	5,000
Birch plankscu. ft.	59,000	26,000	56,000	65,000	132,000	111,000
Quebec yellow pine dealsstds.	20	60	330	250	4,600	3,720
N.B. and N.S. spruce and pine . . .stds.	1,240	460	1,210	1,320	3,270	7,380

Manchester

Douglas fircu. ft.	4,000	12,000	5,000	17,000	25,000	31,000
Birch logscu. ft.	3,000	8,000	3,000	5,000	4,000	4,000
Birch plankscu. ft.	9,000	10,000	15,000	11,000	29,000	15,000
Spruce dealsstds.	1,200	980	1,410	1,040	1,280	1,990

GRAIN AND FLOUR

The wheat trade generally to Liverpool and Manchester was decidedly more active during March than in the previous two months of the year. General prices advanced during the month from 1s. 3d. to 2s. per quarter, the least advance being in Manitoba wheat, which at the end of the month was 1s. 3d. above the February closing price. Demand from consumers during the first three weeks was quite good, but millers showed decidedly less interest towards the close as prices reached the higher level. The general advance was started by a better inquiry from the United Kingdom and Continent, plus the influence of adverse crop reports from the United States.

The best trade was done in Argentine and Australian, merchants confining Canadian purchases to absolute requirements, as Manitoba wheat has been, and still is, relatively dear.

Arrivals in Liverpool were above requirements, which is reflected in an increase in the stocks in public warehouse of just over 150,000 quarters. There is no doubt also that millers are carrying considerable quantities in their own silos, which must have been very nearly empty at the end of February. The spot stock in Liverpool consists almost entirely of Argentine wheat, which has been imported freely both by millers, for consumption, and by merchants for tendering on the Liverpool option. Spot stocks in Manchester show little change over a month ago, the total being just under 26,000 quarters.

A point worth noting is the extremely high price of feeding stuffs. Maize, barley, and oats have all reached a level at which it is undoubtedly paying the English farmer to use his own wheat for feeding purposes on the farm. Probably the same thing is happening in Continental countries, particularly as a good deal of wheat harvested last year in Europe was of more or less poor quality. There can be no material relief in the feeding stuffs situation for five or six weeks, and it is possible that the feeding of wheat all over Europe may have an effect on the import requirements later on. It is also worth noting that the growing crops in Europe seem to have wintered none too well, though with the better weather which has been experienced generally for the past fortnight, reports are gradually becoming more reassuring.

March was again an unsatisfactory month for imported flour at Liverpool, as home millers were not disposed to follow the rise in price of wheat in flour quotations, with the result that it was difficult to sell Canadian export patents in face of domestic competition. In addition, demand generally was quiet, no large bookings by bakers being reported. Towards the close of the month Canadian export patents were being quoted at around 37s. 9d. c.i.f. Liverpool per 280 pounds, and domestic straight run was obtainable at 26s. 6d. ex mill. There was little Australian disposed of during March as it was considered relatively dear. Kansas flours were not competitive.

It is reported that home millers are having difficulty in selling surplus mill offals. Prices have been declining, as is usual at this season, and it is considered that this situation will eventually force millers to ask higher prices for flour. The preliminary figures showing the imports of grain and flour to this area during March, 1928, are as follows:—

	Wheat Qrs.	Flour Sacks	Barley Qrs.	Oats Qrs.
Liverpool.. . . .	575,433	20,790	13,167	6,941
Manchester.. . . .	260,315	5,733	68	980
Hull	452,811	2,056	40,934	4,451
Newcastle.. . . .	52,200	750	...	14,189

BACON

With hog killings in Denmark steadily above 90,000 per week during the past month and general competition from the Continent as keen as ever, March was another difficult month for Canadian bacon, ruling prices per cwt. on spot at the close of the month for Danish were 84s., Swedish 75s., and Dutch 72s. Although the latter was a general quotation for Dutch, it is reported that large distributors could purchase at as low as 66s. Canadian baled bacon, which was in short supply, was quoted around 80s. at the end of the month. The following are unofficial estimates of the stocks of provisions in the port of Liverpool on March 31, 1928, as compared with February 29, 1928, and March 31, 1927:—

		Mar. 31, 1928	Feb. 29, 1928	Mar. 31, 1927
Bacon (United States and Canadian)	Cwt.	34,448	29,361	55,010
Hams (United States and Canadian)	Cwt.	18,141	20,838	19,696
Shoulders (Canadian)	Cwt.	1,717	2,632	6,411
Butter (all countries)	Cwt.	5,200	2,612	2,131
Cheese (full shapes) (Canadian and United States) ..	Boxes	5,253	12,047	7,690
Cheese (full shapes) Australian and New Zealand) ..	Crates	1,629	488	932
Cheese (full shapes) (50 pounds and under)	Boxes	45	...	60
Cheese (manufactured)	Lbs.	9,416	11,545	35,244
Lard (prime steam western)	Tierces	400	496	649
Lard (imported pure refined lard) in tierces, firkins or other packages	Tons	2,891	2,353	492

EGGS

The seasonal decline in price of Irish eggs was checked early in the month, due to prevailing colder weather. Prices advanced 6d. per 120 in the second week, but eased towards the end of the month, to close at around 11s. 6d. for extra selected and 11s. for selected. Cold store operators are now buying, and it is generally considered that prices will continue firm for the next few weeks.

BUTTER

The market was unusually active during the first week of March, with prices on New Zealand advancing 4s. per cwt. from the opening of 174s. Demand quietened after the first week and continued normal for the remainder of the month, with values receding to close at 172s. There were two direct arrivals to Liverpool of New Zealand, which sold at 172s. to 177s. An advance in the retail price of New Zealand from 1s. 8d. to 1s. 9d. checked consumptive demand considerably. The market for Danish butter was steady with arrivals normal for the season of the year, and prices ranged from 195s. to 200s. Small lots of Irish butter have reached this market, the first of the season, but they have had no appreciable effect on the market.

CHEESE

The market was featureless during March, with demand quiet and a general lack of speculative interest was evident. Canadian September cheese sold at around 108s. per cwt. throughout the month, with late descriptions at about 2s. less. There were two direct arrivals of New Zealand during the month, which

realized 98s. to 101s. per cwt. Imports of ordinary Canadian cheese to Liverpool during March, 1928, amounted to 3,998 boxes and 5,565 bundles, and 968 cases and cartons of processed cheese. During the corresponding period of last year 3,538 boxes and 3,141 bundles of ordinary and 929 cases and cartons of processed cheese arrived at this port.

HAY

Arrivals of hay to Liverpool from Canadian ports during March are estimated at over 7,750 bales. In addition, 185 bales which are recorded from United States ports are understood to be of Canadian origin, making a total of 7,935 bales as compared with 16,740 bales in February and 32,490 in January. The market situation improved somewhat during March due to lighter arrivals, although there appeared to be liberal quantities of Irish hay available. Importers are now pursuing a cautious policy in anticipation of the opening of the St. Lawrence shipping season, when prices are lower consequent upon cheaper freights. Towards the close of the month an average c.i.f. price for Canadian hay was in the neighbourhood of 95s. per long ton, for shipment from winter ports.

CANADA-BRITISH WEST INDIA COLONIES TRADE, 1926

(COMPILED BY EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS)

Statistics, as given below, show that trade between Canada and the British West India colonies has greatly increased during the operation of the trade agreements of June 2, 1913, and June 18, 1921. The new trade agreement which became effective on April 30, 1927, will no doubt have the effect of further expanding this trade.

Imports into the British West India colonies from Canada in 1912 (year before the first agreement) were valued at \$4,868,122 or 8.6 per cent of the total imports, while during the year 1926 (latest year under the second agreement) they were valued at \$18,989,411 or 19.3 per cent of the total imports into these colonies. From 1912 to 1926 imports from the United Kingdom increased from \$21,759,237 to \$30,144,561, and from the United States from \$20,925,280 to \$30,704,814, but the proportion of the imports from the United Kingdom fell from 38.6 per cent to 30.6 per cent, and from the United States from 37.2 per cent to 31.2 per cent.

Exports from the British West India colonies to Canada also show improvement under the agreements. In 1912 exports to Canada amounted to \$8,845,736 or 21.9 per cent of the total exports, while in 1926 they had increased to \$16,778,975 or 23 per cent of the total. During the same period exports to the United Kingdom increased from \$9,826,890 to \$20,889,684 and to the United States from \$14,593,276 to \$22,021,325, the proportionate increase to the United Kingdom being from 24.3 per cent to 28.6 per cent, while to the United States there was a decrease of from 36.1 per cent to 30.2 per cent.

In 1926 imports of a considerable number of commodities into the British West India colonies from Canada exceeded similar imports from the United Kingdom or the United States. These commodities were: bran, shorts and middlings, butter, cheese, fish, flour, condensed milk, hay, oats, oilcake, rubber goods, shingles, and refined sugar. Canada also supplied the British West India colonies with larger amounts of the following commodities than did the United States, viz: ale and beer, cement, silk goods, and whiskey. In a number of other commodities also Canada materially improved her position in the British West Indian market between 1918 and 1926, as the following statistics indicate.

IMPORTS OF PRINCIPAL COMMODITIES INTO BRITISH WEST INDIA COLONIES FROM
CANADA AND THE UNITED STATES, 1918 AND 1926

Commodities	From United States		From Canada	
	1918	1926	1918	1926
Ale and beer	\$ 344,951	\$ 158	\$ 43,247	\$ 53,300
Apparel	1,021,233	621,785	13,346	30,710
Automobiles	378,131	1,115,097	.....	520,910
Automobile parts	604,959	491,706	11,046	63,115
Biscuits and bread	90,126	234,906	31,967	187,525
Boots and shoes	1,319,471	888,482	18,030	386,726
Butter and substitutes	907,526	216,672	173,481	613,101
Cement	871,399	37,802	9,178	142,013
Cheese	126,386	122,046	76,176	216,513
Coal, coke and patent fuel	2,397,463	2,185,328	11,577	350
Confectionery	97,737	89,325	9,794	21,670
Cordage, rope and twine	274,762	80,389	103,550	65,404
Cornmeal	589,347	525,423	5,222	18,911
Cotton goods	5,008,748	2,952,511	20,875	35,818
Earthenware	52,377	25,548	6,031	5,557
Electric apparatus	165,575	418,064	11,717	21,337
Fertilizers	420,308	333,325	873,049	246,997
Fish	477,001	163,762	2,083,080	2,064,536
Flour, wheat	3,410,682	1,752,616	5,809,847	7,061,754
Furniture of wood	62,454	136,801	6,808	59,329
Glass and glassware	166,642	81,687	6,537	22,456
Hardware, cutlery and tools	1,074,260	845,849	41,131	81,572
Hay	17,483	12,660	9,947	79,709
Lard and substitutes	737,850	190,277	4,415	163,240
Machinery	2,229,667	2,897,827	54,614	62,587
Meats	2,600,500	2,464,950	108,957	466,475
Milk, condensed	577,247	233,186	89,171	859,874
Musical instruments	81,413	119,292	861	11,867
Oats	137,500	25,097	483,156	741,558
Paints and varnishes	201,724	139,343	109,369	57,958
Paper	610,751	233,115	55,274	110,704
Pulse (peas and beans)	203,671	112,236	27,348	54,201
Rubber goods	66,552	99,296	29,816	319,533
Shingles	20,327	59,309	104,883	70,817
Silk goods	74,467	27,211	.....	62,579
Soap	168,811	194,800	40,519	34,928
Stationery, except paper	100,985	110,047	8,522	26,273
Sugar, refined	96,512	210,756	31,934	379,489
Whiskey	26,688	239,483	46,397	677,484
Wood—Lumber	940,404	1,508,617	465,703	658,432

The commodities listed in table No. 3 amounting in value to \$75,553,516, constitute 76.7 per cent of the total imports into the British West India colonies. Of these imports Canada supplied only \$17,943,928 or 23.8 per cent. Canada's total exports, however, of such commodities to all countries were valued at \$575,664,417, being more than seven times as great as the total British West Indian importations. In short, the possibilities of this trade are limited only by the importing capacity of the West Indian colonies. Canada, as a matter of fact, can supply their whole requirements many times over.

The commodities mentioned in table No. 4, totalling in value \$69,413,253, constitute 95.1 per cent of the total exports from the British West India colonies. Of these commodities Canada was credited with taking \$16,675,106 or 24 per cent. Canada's total imports of these commodities from all countries amounted to \$193,851,569, being nearly three times as great as the exportations from the West Indian colonies. During 1926 the exports of coffee, molasses, and sugar from the British West India colonies to Canada exceeded similar exports to the United Kingdom or the United States. Canada's requirements, however, in many items, are far in excess of the total British West Indian exports, and consequently, there are great possibilities of expansion in this trade as well.

For further information as to the trade between Canada and the British West Indian colonies see tables as referred to in Nos. 1, 2, 3, 4.

(1) Summary of the Trade of Canada with the British West India Colonies

(From Canadian Trade Returns)

Imports from British West India Colonies:	Years ended March 31			
	1913	1921	1925	1927
Bermuda	\$ 34,724	\$ 76,959	\$ 74,839	\$ 112,185
British Guiana	3,550,765	9,085,108	6,938,760	4,592,106
British Honduras	296,122	134,739	119,870	262,262
British West Indies	5,982,406	.....	.....	.....
Barbados . . . . .	.....	8,314,996	6,732,913	3,791,394
Jamaica . . . . .	.....	4,418,062	3,516,332	4,759,563
Trinidad and Tobago . . . . .	.....	628,896	2,555,552	2,821,485
Other British West Indies . . . . .	.....	1,471,792	2,077,916	2,486,091
Total imports	\$9,864,017	\$24,130,552	\$22,016,182	\$18,825,086
Canadian exports to British West India Colonies:				
Bermuda	\$ 414,644	\$ 1,523,992	\$ 1,728,926	\$ 1,286,770
British Guiana	627,244	3,594,118	2,422,524	2,408,677
British Honduras	10,252	38,783	427,838	484,712
British West Indies	3,915,172	.....	.....	.....
Barbados . . . . .	.....	2,537,087	1,738,442	1,624,403
Jamaica . . . . .	.....	3,380,991	3,252,783	4,307,751
Trinidad and Tobago . . . . .	.....	4,949,376	3,552,516	3,840,984
Other British West Indies . . . . .	.....	2,162,771	2,307,916	3,748,716
Total exports	\$4,967,312	\$18,187,118	\$15,430,945	\$17,702,013

(2) Summary of the Trade of the British West India Colonies with Canada

(From British West Indian Trade Returns)

Imports from Canada	Years ended December 31			
	1912	1920	1924	1926
Bahamas	\$ 61,875	\$ 98,929	\$ 842,814	\$ 842,814 (1924)
Barbados (a)	894,493	4,582,356	2,779,402	2,335,897 (1925)
Bermuda	466,222	1,645,741	1,612,799	1,189,705 (1925)
British Guiana (a)	538,803	3,974,447	2,708,276	2,961,310
British Honduras	8,234	.....	430,248	430,248 (1924)
Grenada (a)	58,716	442,594	339,002	441,119 (1925)
Jamaica	1,417,971	4,364,991	3,868,299	4,762,340
Leeward Islands—				
Antigua (a)	87,395	627,795	242,915	236,267
Dominica (a)	79,238	282,233	158,994	222,256
Montserrat (a)	30,227	100,603	88,924	90,364
St. Kitts-Nevis (a)	121,243	650,424	380,111	676,282
Virgin Islands . . . . .	.....	915	1,275	9,338
St. Lucia (a)	59,831	339,168	201,830	179,837
St. Vincent (a)	115,466	345,427	198,006	220,816
Trinidad and Tobago (a)	928,408	6,121,668	3,963,345	4,390,818
Total imports from Canada	4,868,122	23,577,291	17,816,240	18,989,411
Per cent of total imports	8.6	13.9	18.4	19.3
Exports to Canada, Domestic:				
Bahamas	\$ 6,360	\$ 15,228	\$ 17,466	\$ 17,466 (1924)
Barbados (a)	2,557,463	6,161,852	5,757,126	3,735,745 (1925)
Bermuda	2,798	22,386	50,934	23,529 (1925)
British Guiana (a)	3,470,152	11,192,696	6,828,084	4,324,403
British Honduras . . . . .	.....	.....	16,864	16,864 (1924)
Grenada (a)	175	74,650	66,630	61,407 (1925)
Jamaica	724,038	7,599,977	2,894,421	3,884,860
Leeward Islands—				
Antigua (a)	606,542	156,531	22,324	552,439
Dominica (a)	21,758	36,825	14,215	31,112
Montserrat (a)	5,445	23,078	76,742	934
St. Kitts-Nevis (a)	347,986	360,323	979,066	739,343
Virgin Islands . . . . .	.....	360	.....	.....
St. Lucia (a)	41,274	143,012	103,937	186,432
St. Vincent (a)	14,624	2,618	89,391	53,386
Trinidad and Tobago (a)	1,047,121	711,618	2,219,102	3,151,054
Total exports to Canada	\$8,845,736	\$26,501,154	\$19,136,302	\$16,778,974
Per cent of total exports	21.9	19.4	27.2	23.0

(a) These British West India Colonies were parties to the first trade agreement with Canada. All British West India Colonies except Bermuda, were parties to the second trade agreement with Canada.

Perfumery.....	184,029	499,746	16,435	37,980	230,030	34,061	22,797	130,466	4,124
Pulse (peas and beans) bush.					393,562	74,252		112,236	54,201
Rubber goods (less rubber boots).....									
Shingles.....	20,320,882	476,295		476,295	606,315	179,315		99,295	319,533
Silk goods.....	8,415,970	51,291	24,672	51,291	146,785	325,799	5,000	59,309	70,817
Soap.....	115,943	20,861		20,861	559,832	1,253,855		27,211	62,579
Stationery, except paper.....	792,328	48,721	450,084	48,721	1,565,983	247,927		194,800	34,928
Staves and shooks.....	279,633	34,432		34,432	392,333	40,117		110,047	26,273
Sugar, refined.....	815,776	185,126		185,126	836,437	83,646		619,432	163,107
Vegetables, fresh.....	294,110,000	15,116,239	10,946,400	117,082	648,013	55,700	4,576,008	210,756	379,483
Wine, gal.....	1,526,842	11,044,101	329,645	1,635,091	1,315,398	2,260,334	43,272	204,763	139,688
Whiskey.....	34,179	119,197	690	1,263	644,711	181,275		239,483	677,484
Wood—Lumber.....	2,090,429	59,795,171	17,474	528,378	2,239,604	598	27,867	4,704	3,191
Total Principal Commodities.....		575,664,417		17,015,330	75,553,516	23,145,413		26,010,158	17,943,925
Total Trade.....		1,252,157,506		17,702,013	98,453,546	30,144,561		30,704,814	18,989,411
Percentage of Total Trade.....		45.9		96.1	76.7	76.7		84.7	94.5

NOTE.—The total domestic exports of Canada with portions sent to the British West India Colonies and the total imports into the British West India Colonies with portions received from the United Kingdom, the United States and Canada, for the year 1912 (year before the first agreement), 1920 (last year under the first agreement), and 1924 and 1926 (under the second agreement) were:

(1) Exports from Canada (Domestic)				(2) Imports into British West India Colonies							
Years ended March 31	Total Domestic Exports	To B.W.I. Colonies		Years ended December 31	United Kingdom		United States		From Canada		
		Value	Proportion of Total Exports		Value	Proportion of Total Imports	Value	Proportion of Total Imports	Value	Proportion of Total Imports	
											\$
1913.....	355,754,600	4,967,312	1.4	1912.....	56,290,617	38.6	20,925,280	37.2	4,868,122	8.6	
1921.....	1,189,163,701	18,187,118	1.5	1920.....	168,666,731	29.0	76,948,325	45.6	23,577,291	13.9	
1925.....	1,069,067,353	15,430,945	1.4	1924.....	97,426,824	34.9	30,537,780	31.3	17,366,808	17.8	
1927.....	1,252,157,506	17,702,013	1.4	1926.....	98,453,546	30.6	30,704,814	31.2	18,989,411	19.3	

(4) Movement of Principal Commodities from the British West India Colonies to Canada

(a) Imports into Canada with Amounts Received from British West India Colonies (Year ended March 31, 1927).
 (b) Exports from British West India Colonies with Amounts Sent to United Kingdom, United States and Canada. (Latest Calendar Year.)
 (Pahamas and British Honduras, 1924; Barbados, Bermuda and Grenada, 1925; Other British West India Colonies, 1926.)

Note: Cwt. = 100 pounds

West Indian Classification	(a) Imports into Canada				(b) Exports from British West India Colonies (Domestic)							
	Total		From B.W.I. Colonies		Total		To United Kingdom		To United States		To Canada	
	Quantity	Value \$	Quantity	Value \$	Quantity	Value \$	Quantity	Value \$	Quantity	Value \$	Quantity	Value \$
Arrowroot..... lb.	269, 162	17, 893	247, 590	15, 432	3, 300, 796	223, 627	1, 740, 533	125, 204	918, 178	56, 569	225, 949	16, 415
Asphalt, including manjak. cwt.	493, 268	4, 987, 899	38, 598	40, 097	4, 033, 997	2, 204, 492	1, 307, 219	804, 040	1, 605, 318	656, 216	.....	.....
Balata..... lb.	6, 588	4, 987, 899	38, 598	40, 097	18, 614, 659	338, 441	5, 012, 282	326, 185	22, 400	7, 439, 623	.....	.....
Bananas..... bunch	2, 869, 947	3, 634, 939	377, 305	177, 837	4, 118, 442	209, 682	.....	1, 766, 668	4, 118, 442	920, 682	30, 520	24, 245
Bauxite (alumina)..... cwt.	1, 568, 908	558, 276	2, 210, 900	280, 661	66, 921, 235	7, 917, 979	8, 024, 061	899, 369	40, 189, 567	4, 810, 080	2, 004, 219	229, 224
Chicle gum..... lb.	1, 125, 547	1, 786, 435	8, 234, 965	168, 503	34, 548, 261	7, 917, 555	3, 765, 623	86, 046	23, 563, 855	537, 202	6, 426, 263	144, 256
Cocoa, raw..... No.	8, 463, 347	1, 777, 091	7, 920, 642	1, 642, 196	8, 710, 185	1, 646, 701	516, 535	97, 895	9, 929, 982	178, 782	6, 226, 951	1, 186, 161
Cocoanuts..... lb.	24, 730, 891	5, 636, 512	7, 920, 642	1, 642, 196	25, 249, 980	1, 375, 216	11, 925, 749	680, 859	3, 642, 393	187, 840	1, 050	34
Coffee, green..... lb.	14, 362, 758	790, 300	.....	.....	266, 892	119, 373	215, 722	95, 400	.....	.....	.....	.....
Cotton lint and linters..... " "	135, 796, 625	20, 170, 728	.....	.....	2, 010, 837	914, 537	2, 002, 562	910, 508	.....	.....	.....	.....
Cotton, raw..... " "	.....	3, 875, 042	.....	.....	145, 097	3, 300, 952	85, 564	1, 788, 025	57	4, 327	.....	.....
Diamonds..... Carat	17, 817, 020	863, 471	867, 119	36, 006	7, 583, 156	207, 615	6, 217, 228	169, 999	33, 120	906	1, 231, 290	34, 499
Grapefruit..... lb.	12, 342, 600	1, 458, 768	25, 000	1, 873	4, 156, 000	184, 103	38, 000	1, 533	4, 006, 000	177, 268	.....	.....
Henp..... " "	57, 900, 605	9, 056, 851	79, 461	13, 468	.....	222, 018	.....	67, 302	.....	24, 526	.....	6, 259
Hides and skins..... " "	85, 467	14, 331	12, 995	709	1, 838, 980	79, 343	1, 160, 356	55, 473	4, 707	238	15, 090	886
Honey..... gal.	76, 528	152, 133	13, 861	4, 312	533, 704	291, 077	294, 789	80, 658	214, 540	202, 910	14, 149	4, 989
Lime juice, raw and concentrated..... box	225	807	104	287	79, 591, 680	610, 966	2, 202, 400	58	160	155, 514	.....	389
Limes..... lb.	42, 398	4, 388	.....	.....	.....	304, 172	.....	18, 200	27, 348, 160	214, 350	.....	.....
Logwood and fustic..... gal.	49, 267	2, 298, 097	5, 238, 431	1, 784, 151	11, 846, 699	2, 232, 256	1, 215, 632	227, 589	1, 618, 043	336, 374	6, 885, 273	1, 512, 821
Molasses..... gal.	6, 695, 372	53, 212, 548	2, 386	5, 394	139, 590, 781	8, 623, 008	64, 168, 980	3, 087, 915	27, 029, 359	2, 230, 403	.....	.....
Oil, mineral..... box	800, 093, 303	8, 421, 635	.....	.....	131, 579	257, 500	119, 868	204, 822	696	.....	2, 191	4, 462
Oranges..... lb.	2, 263, 369	22, 313, 346	49, 696	175, 324	200, 384	107, 779	188, 428	104, 129	11, 956	3, 650	78, 984	37, 958
Rubber, raw..... gal.	50, 224, 614	2, 699, 793	.....	.....	1, 578, 476	905, 617	1, 135, 829	713, 712	91	1, 435	.....	.....
Shells..... lb.	184, 317	196, 226	1, 097, 257	204, 458	15, 618, 512	165, 966	3, 131, 408	162, 842	4, 971, 680	879, 523	1, 387, 680	139, 707
Spices..... lb.	3, 891, 753	737, 673	1, 097, 257	204, 458	1, 500, 688	641, 138	225, 565	554, 210	317, 228	317, 228	11, 848	13, 252
Sponges..... cwt.	85, 541	34, 947, 666	4, 162, 722	13, 734, 471	6, 236, 093	19, 589, 742	1, 935, 651	6, 071, 779	22	88	4, 225, 962	22, 512
Sugar, raw..... lb.	11, 295, 589	4, 779, 570	100	17, 185	23, 713	798, 002	.....	176	.....	698, 003	.....	.....
Vegetables, fresh..... M ft.	.....	.....	.....	.....	.....	.....	.....	.....	9, 913	958, 874	11	1, 334
Wood-logs, lumber and timber.....	194, 051	10, 426, 838	.....	.....	.....	1, 662, 749	4, 239	344, 223	.....	.....	.....	16, 675, 106
Total Principal Commodities.....	.....	193, 851, 569	.....	18, 377, 027	69, 413, 253	.....	20, 276, 111	.....	.....	21, 104, 697	.....	16, 778, 975
Total Trade.....	.....	1, 030, 892, 507	.....	18, 825, 086	72, 984, 311	.....	20, 889, 684	.....	.....	22, 021, 325	.....	99.3
Percentage of Total Trade.....	.....	18.8	.....	97.6	95.1	.....	97.0	.....	.....	96.1	.....	.....

NOTE.—The total imports into Canada with portions received from the British West India Colonies and the total domestic exports from the British West India Colonies with portions sent to the United Kingdom, the United States and Canada, for the year 1912 (year before the first agreement), 1920 (last year under the first agreement), and 1924 and 1926 (under the second agreement) were:—

(1) Imports into Canada				(2) Exports from British West India Colonies (Domestic)							
Years ended March 31	Total Imports	From B.W.I. Colonies		Years ended December 31	Total Domestic Exports	To United Kingdom		To United States		To Canada	
		Value	Proportion of Total Imports			Value	Proportion of Total Exports	Value	Proportion of Total Exports	Value	Proportion of Total Exports
	\$	\$	p.c.		\$	\$	p.c.	\$	p.c.	\$	p.c.
1913.....	671,207,234	9,864,017	1.5	1912.....	40,345,287	9,826,890	24.3	14,593,276	36.1	8,845,736	21.9
1921.....	1,240,138,882	24,130,352	1.9	1920.....	136,190,732	57,654,873	42.3	32,757,252	24.0	26,501,154	19.4
1925.....	796,932,537	22,016,182	2.8	1924.....	70,186,602	24,329,642	34.6	17,116,097	24.4	19,104,703	27.2
1927.....	1,030,892,505	18,825,086	1.8	1926.....	72,934,311	20,889,084	28.6	22,021,325	30.2	16,778,975	23.0

AUSTRALIA'S OVERSEA TRADE, 1926-27

TRADE COMMISSIONER D. H. ROSS

Melbourne, March 8, 1928.—In advance of publication of the trade returns of the Commonwealth for the fiscal year ended on June 30, 1927, the Government Statistician has made available a statement from which the subjoined paragraphs are submitted for general information.

The total value of Australia's oversea trade during 1926-27 was £309,611,777 as compared with £300,200,387. The value of imports increased from £151,638,178 in 1925-26 to £164,716,594 in 1926-27, which is the highest total ever recorded, while exports declined from £148,562,209 in 1925-26 to £144,895,183. Imports thus exceeded exports in 1926-27 by £19,821,411.

The specie and bullion imported during the two years were: 1925-26, £420,753; and 1926-27, £588,835. Exports of gold and silver and bronze specie for 1925-26 were £5,489,419, and for 1926-27, £12,303,306.

TRADE WITH CANADA

In view of the agreement between Australia and Canada which came into operation on October 1, 1925, the following particulars of the trade between Australia and Canada may be of interest. The year 1926-27 was the first complete financial year during which the agreement has been in force. The imports of Canadian origin entitled to preference were valued at £2,561,000 in 1926-27, as compared with £1,843,000 in 1924-25 when the ordinary rates of duty operated. The principal increases occurred in printing paper from £19,952 in 1924-25 to £1,083,529 in 1926-27, and in fish from £311,313 in 1924-25 to £492,171 in 1926-27. Australian exports to Canada of articles entitled to preferential treatment increased from £419,458 in 1924-25 to £1,022,224 in 1926-27. The items showing the greatest increase were fruits and cane sugar. The value of the latter increased from £319,820 in 1924-25 to £869,717 in 1926-27. During 1926-27 only £2,336 of butter were sent to Canada as compared with £171,844 for the previous year.

TRADE WITH FOREIGN COUNTRIES

The United States was the principal source of imports of foreign goods, and during 1926-27 imports were valued at £41,394,277, or 25.1 per cent of the total. This represents an increase of £4,160,020 in value, or 0.5 per cent over the previous year. The imports from the United States greatly exceed those from any other foreign country.

The foreign country next in importance to the United States is the Netherlands East Indies, which supplied imports valued at £6,451,688. Other countries in order of importance were: Japan (£5,183,470), France (£4,767,163), Germany (£4,359,514), Switzerland (£2,458,810), Sweden (£1,847,290), and Italy (£1,564,843). The increasing import trade from Germany is shown by the fact that imports during 1926-27 were 54 per cent greater than those obtained from that country in 1925-26.

During 1926-27, Australia traded with 130 separate countries, imports being received from 119 countries, while exports were shipped to 98 countries. It is interesting to note that Australian products were exported to eight more countries than during the previous year.

British countries supplied Australia with articles valued at £89,955,854, or 54.6 per cent of the total imports during 1926-27. The balance, £74,760,740 (45.4 per cent) was obtained from foreign countries. The proportions from British and foreign countries for the preceding year were 56.5 and 43.5 per cent respectively.

The United Kingdom supplied 41.2 per cent of the total imports into the Commonwealth during 1926-27, and 43.4 per cent during the previous year. The value of goods purchased from the United Kingdom during 1926-27 was £67,795,177. Other British countries supplied £22,160,677 imports during the year, or 13.5 per cent of the total. For the previous year the proportion was 13.1 per cent.

The British Possessions from which goods were largely imported were India (£6,661,408), Canada (£4,324,421), New Zealand (£3,123,038), Ceylon (£2,153,219), British Malaya (£2,025,757), Pacific Islands (£1,960,353), and Union of South Africa (£927,993). The slight increase in the percentage of imports from British Possessions during 1926-27 as compared with 1925-26 was due to larger imports from all the above-mentioned countries except India and South Africa.

Goods imported from foreign countries during 1926-27 reached a total value of £74,760,740 or 45.4 per cent of the total imports. Compared with the previous year this is an increase of £8,749,804 or 1.9 per cent of the total imports. The principal foreign countries which contributed to this increase were the United States, Germany, France and Japan.

EXPORTS

Exports during 1926-27 were valued at £144,895,183, which was £3,667,026 less than in 1925-26. Increases occurred in gold (£7,018,439) and wheat (£3,598,026). In several items, however, there were decreases which more than counterbalanced the increases, the principal being sugar (£3,583,040), wool (£3,155,516), frozen meats (£2,224,393), and butter (£1,541,483).

The value of gold specie and bullion included in the export figures for 1926-27 was £11,372,409 as compared with £4,352,089 during the previous year.

British countries took 44.2 per cent of the total exports from Australia during the year, while foreign countries took 55.8 per cent. The corresponding figures for the previous year were 52.8 per cent and 47.2 per cent respectively. The serious decrease in the total for British countries was almost entirely due to the decline in the value of produce exported to Great Britain. The value of goods exported to Great Britain dropped from £61,547,790 in 1925-26 to £48,351,780 in 1926-27, which represents only 33.4 per cent of the total exports as compared with 41.4 per cent of the previous year. This great falling away was due to decreased purchases of Australian primary products such as wool, butter, meat, fruits and sugar.

Of British possessions to which Australian goods were shipped, the most important were New Zealand (£4,239,297) and India (£3,537,343).

For the first time probably since the settlement of Australia, the value of goods exported to foreign countries exceeded that to British countries, and represented 55.8 per cent of the total.

The foreign country taking the largest amount of exports from Australia during 1926-27 was the United States (£18,579,094), but of this £10,000,000 was gold specie. The exports of merchandise to the United States in 1926-27 were less than in 1925-26.

France ranks next to the United Kingdom as a purchaser of Australian merchandise and was valued at £17,627,139 or 12.2 per cent of the total exports.

Other countries which took large quantities of Australia's exports were Japan (£10,362,990), Germany (£9,908,685), Belgium (£8,303,127), and Italy (£5,514,300).

The principal countries which purchased more from Australia than they sold to it in 1926-27 were France, Germany, Japan, Belgium, Italy, and Egypt.

VALUE AND PERCENTAGE OF IMPORTS INTO AUSTRALIA ACCORDING TO COUNTRIES,
1925-26 AND 1926-27

Country of Origin	Year 1925-26		Year 1926-27	
	Value	Per Cent	Value	Per Cent
United Kingdom	£ 65,840,655	43.42	£ 67,795,177	41.16
British possessions—				
Canada	3,754,425	2.48	4,324,421	2.62
Ceylon	1,614,084	1.07	2,153,219	1.31
India	6,626,036	4.37	6,661,408	4.04
Malaya (British)	1,701,508	1.12	2,025,757	1.23
New Zealand	2,651,062	1.75	3,123,038	1.90
Pacific Islands	1,412,744	0.93	1,960,353	1.19
Papua	397,902	0.26	230,037	0.14
South African Union	897,306	0.59	927,993	0.56
Other British possessions	731,520	0.48	754,451	0.46
Total, British possessions	*£ 19,786,587	13.05	*£ 22,160,677	13.45
Total, British countries	£ 85,627,242	56.47	£ 89,955,854	54.61
Foreign countries—				
Belgium	£ 850,276	0.56	£ 941,954	0.57
China	691,751	0.46	785,068	0.48
Egypt	9,370	0.01	19,005	0.01
France	3,758,740	2.48	4,767,163	2.89
Germany	2,821,789	1.86	4,359,514	2.65
Italy	1,446,618	0.95	1,564,843	0.95
Japan	4,372,083	2.88	5,183,470	3.15
Netherlands	818,786	0.54	1,092,242	0.66
Netherlands East Indies	6,191,895	4.08	6,451,688	3.92
Norway	1,106,234	0.73	1,055,020	0.64
Pacific Islands	129,028	0.09	157,720	0.10
Philippine Islands	311,457	0.21	215,176	0.13
Spain	156,154	0.10	204,638	0.13
Sweden	1,871,123	1.23	1,847,290	1.12
Switzerland	1,997,768	1.32	2,458,810	1.49
United States	37,234,257	24.55	41,394,277	25.13
Other foreign countries	2,243,607	1.48	2,262,862	1.37
Total, foreign countries	£ 66,010,936	43.53	£ 74,760,740	45.39
Total, all countries	£ 151,638,178	100.00	£ 164,716,594	100.00

* Includes re-imports, Australia, 1925-26, £228,491, and 1926-27, £117,598.

VALUE AND PERCENTAGE OF EXPORTS FROM AUSTRALIA TO OVERSEA COUNTRIES,
1925-26 AND 1926-27

Country of Destination	Year 1925-26		Year 1926-27	
	Value	Per Cent	Value	Per Cent
United Kingdom	£ 61,547,790	41.43	£ 48,351,780	33.37
British possessions—				
Canada	858,934	0.58	1,171,687	0.81
Ceylon	506,095	0.34	478,598	0.33
India	3,364,958	2.27	3,537,343	2.44
Malaya (British)	2,132,016	1.43	1,930,250	1.33
New Zealand	4,947,590	3.33	4,239,297	2.93
Pacific Islands	1,439,905	0.97	1,332,121	0.92
Papua	250,678	0.17	223,298	0.15
South African Union	2,201,531	1.48	1,741,831	1.20
Other British possessions	1,162,907	0.78	1,025,555	0.71
Total, British possessions	£ 16,864,614	11.35	£ 15,679,980	10.82
Total, British countries	£ 78,412,404	52.78	£ 64,031,760	44.19
Foreign countries—				
Belgium	£ 6,175,337	4.16	8,303,127	5.73
China	745,784	0.50	410,073	0.28
Egypt	2,919,742	1.97	3,853,649	2.66
France	18,549,742	12.49	17,627,139	12.17
Germany	6,985,720	4.70	9,908,685	6.84
Italy	4,654,818	3.13	5,514,300	3.81
Japan	11,043,159	7.43	10,362,990	7.15
Netherlands	1,088,639	0.73	1,309,668	0.91

Country of Destination	Year 1925-26		Year 1926-27	
	Value	Per Cent	Value	Per Cent
Foreign countries—Concluded				
Netherlands East Indies	2,163,691	1.46	2,052,857	1.42
Norway	183,432	0.12	76,800	0.05
Pacific Islands	437,001	0.29	448,585	0.31
Philippine Islands	563,369	0.38	483,722	0.33
Spain	216,083	0.15	76,651	0.05
Sweden	151,339	0.10	139,046	0.10
Switzerland	9,614	0.01	16,099	0.01
United States	12,953,877	8.72	18,579,094	12.82
Other foreign countries	1,308,458	0.88	1,688,060	1.17
Total, foreign countries . .	£ 70,149,805	47.22	£ 80,863,423	55.81
Total, all countries	£148,562,209	100.00	£144,895,183	100.00

EXHIBITION OF BRITISH GOODS IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 21, 1928.—The first exhibition in Australia of goods solely of the manufacture of the United Kingdom, now being held in Melbourne, is creating much interest in business circles and being largely attended by the general public. It was opened by His Excellency the Governor General of the Commonwealth on February 23 and is to close on April 10.

In all there are 176 stands occupied by well-known British manufacturers. Amongst the exhibits are pottery, crockery, glassware, sanitary and other earthenware, garden seeds, radio goods, telephone apparatus, fruit syrups and juices, glazed wall and fireplace tiling, motor and cycle tires and tubes, pianos, player pianos and musical instruments of all kinds, prepared goods and beverages, aircraft, motor cars and tractors, factory machinery and appliances, hardware, iron and steel, typewriters, steel cabinets and other office equipment, sewing machines, paper products, photographic goods and material, chemicals, yarns and sewing threads, dry goods, cutlery, bituminous products (roofing, flooring, and dampcourse), scientific instruments, dental goods, oils and greases, canned fish and other products, household requisites, asbestos goods, toys, engines, storage batteries, garden tools, agricultural implements, pens and pencils, rubber goods, harness, electrical material, hairdressers' requisites, carpets, lampware, dyes, ammunition, wire ropes and cables, aluminium kitchen utensils, toilet articles, and tools of all kinds.

A prominent feature of the exhibition is the speed exhibit. In this section are shown British machines which hold records for fast travelling on land, on sea, and in the air. These exhibits comprise the actual Sunbeam racing car in which Major Seagrave broke the then world's motoring speed record by travelling at 203 miles per hour; models of the Great Western Railway engine ("City of Truro") and of the ss. *Mauretania*, which hold the records of speed for steam locomotives and steamships respectively; as well as of the De Havilland Tiger Moth racing aeroplane and Supermarine-Napier S5 racing monoplane, which also hold world's speed records. Before the exhibition closes it is hoped to include the small Avro-Avian aeroplane in which Captain Hinkler recently completed his wonderful flight from England to Australia in sixteen days.

A film theatre is open each day during the currency of the exhibition, and amongst the films displayed are shipbuilding and launching of steamers at Barrow-in-Furness, Sheffield steel manufactures, aircraft construction at Vickers' works, a special film featuring the activities of the Port of London, and a number showing production in various well-known British factories. Some fine posters are also shown by several railway companies and district councils in Great Britain, and illustrated lectures given on subjects of interest to tourists and others contemplating visiting the Motherland.

PRODUCTION OF OIL IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 21, 1928.—In addition to the company which has been established for the production of fuel oils from brown coal in Australia, to which reference appeared in a recent issue of this journal, the formation of two companies for the extraction of oil from shale, by economic means of production, is further reported. In both instances these companies are to operate in the state of Tasmania where large shale deposits rich in oil have long been known to exist.

One company is putting down a plant of three retorts capable of producing 30 tons of oil per day, and the other one a large retort with a capacity of 50 tons per day, on an adjoining lease. Tenders for the erection of the plants are now being invited and it is anticipated that they will be in operation in about six months.

There are several large deposits of oil shale in Australia, the two principal ones being in the states of Tasmania and New South Wales. It is officially estimated that these deposits amount to at least 40 million tons in each state.

The Commonwealth Government offers a bounty on the production of oil from shale ranging from 3½ pence (7 cents) per gallon up to 3,500,000 gallons, 2 pence (4 cents) between 3,500,000 and 5,000,000 gallons, 1¾ pence (3½ cents) between 5,000,000 and 8,000,000 gallons, and 1½ pence (3 cents) on each additional gallon.

NEW ZEALAND SUBSIDIZES PORK EXPORTS

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, March 26, 1928.—In connection with potential increases in shipments of Canadian swine to New Zealand, it is of interest to note that the New Zealand Government is taking active steps to encourage the production and export of pork products. The opinion that the local industry has suffered from lack of intelligent interest and scientific investigation has recently resulted in the development of numerous associations designed to promote the prosperity of this branch of agricultural production. The aid of live stock experts in the agricultural colleges and the Department of Agriculture has been enlisted and numerous experiments are under way to determine the most satisfactory breeds, systems of feeding and similar problems peculiar to local conditions. In addition to the advice rendered by its experts on questions of production, the Government, in accordance with its policy of supervizing and assisting the marketing of farm produce, has offered a refund of one halfpenny per pound weight on all pork carcasses exported to Great Britain. The refund is payable to all exporters of pork on oversea freight weights, is applicable to shipments of pigs killed from February 1 to October 31, and is limited to payments for carcasses weighing from 60 pounds to 180 pounds. Altogether it is anticipated that an expenditure amounting to £30,000 a year may be involved, and it is understood that the Government has expressed its willingness to continue such payments during the seasons 1928-1930. Refunds are payable through the Department of Agriculture on the receipt of completed declarations testifying to the number and weight of pork carcasses exported.

While it is recognized that such a subsidy cannot fail to stimulate the export trade in pork products, the fact that the industry has passed through a period of unsatisfactory market conditions has been an added reason for Government assistance. The brisk demand of United Kingdom importers of bacon and hams during 1926 was followed both by a market depression and by

heavy receipts from Canada and the United States, and this again by the liquidation of stocks containing boric acid following regulations prohibiting its use as from the 1st of July last. Nevertheless the volume of exports to the United Kingdom during 1927 showed an increase over the previous year, despite reductions in prices. Exports to Australia also were satisfactorily maintained, but it is feared by exporters that increased duties may prove a serious obstacle to the continuance of this branch of their business.

It is hoped that increased efficiency in production resulting principally from the improvement of stock and the reduction of costs, together with a more highly developed marketing technique, will lead to the early establishment of New Zealand as one of the chief sources from which the United Kingdom market will draw its supplies of bacon, ham, and other pork products.

THE NEW ZEALAND FUR MARKET

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, March 26, 1928.—New Zealand may frequently be considered as a country in which furs would be superfluous. Its climate is generally described as sub-tropical, and to one who was unfamiliar with living conditions and current fashions the use of furs would appear to be decidedly restricted. This, however, is far from the case. Throughout the South Island, if not in the North, winter temperatures are frequently low enough to warrant the use of furs for the sake of personal comfort, and it may be said of the whole country that during the winter months the prevailing humidity, combined with temperatures which vary roughly from 30° to 60° F., and the lack of central heating in both private houses and public buildings, make the use of fur coats and other articles of wearing apparel most desirable, if not essential. Women's coats are worn by all classes and may occasionally be seen on Auckland streets in the middle of summer; neck pieces are accepted as of year-round utility; fur trimming is commonly found on cloth coats for winter wear, while evening wraps of fur are also in frequent demand. There is, however, no market for any articles of men's clothing made from fur.

Partly on account of the fact that furs are bought more as a luxury than as a necessity by a public through which buying power is fairly evenly distributed, the New Zealand fur market is one in which the cheaper grades of furs predominate. This situation is probably a partial result of the comparatively low price of rabbit skins and the plentiful supply of opossums. The use of rabbit particularly appears an important factor influencing the sale of lower-priced furs, especially when the average buyer is frequently more intent on appearances than utility and permanence.

DOMESTIC RESOURCES

The rabbit, opossum, and wallaby furnish practically all the raw material available within the Dominion for use in making up into furs or imitations. Rabbits are trapped or poisoned in large numbers and the raw skins may be bought for quite low prices. Opossums, originally imported from Tasmania, are also found in large numbers and the skins are in fair demand. The wallaby, a species of kangaroo, is also of value as a source of raw material. The skins of these animals are all of comparatively low value, and it is frequently found that tanning alone produces a product for which only a small demand exists. Dyeing adds considerably to this value, but only the more simple processes are used in New Zealand establishments.

SOURCE AND QUANTITY OF IMPORTS

The import trade in furs may be reviewed under three classifications of the official trade returns. Undressed skins of various types showed import

values of £23,427 during 1926, dressed furs were valued at £79,949, and furs made up into finished articles were imported to a total value of £31,436. Altogether the value of the year's imports of furs in various forms amounted to a total value of about £120,000.

The United States has recently supplied practically two-thirds of the demand for imports of undressed skins and has also furnished the largest individual share of overseas supplies of dressed furs. Considerable contributions towards the total of this latter class, however, are made annually by France, the United Kingdom, Russia, Germany, and Canada. The trade in made-up furs is almost entirely in the hands of United Kingdom exporters.

A feature of this aspect of the fur market is the fact that large amounts of the lower-priced skins are imported from France and Germany after passing through various treatments and processes of dyeing. This is also a characteristic of the product brought in from the United States, but the trade in low-priced furs is based quite largely on the grades produced by European tanneries. Another similar feature is the discrepancy evident between data showing the country of shipment and that of origin of fur imports. Much larger amounts are brought into New Zealand directly from the United Kingdom than can be credited to that source under the statistical classification according to country of origin, and it appears that whereas some 60 per cent of the total imports of dressed furs are shipped from London, only one-quarter of this amount is of United Kingdom production. Altogether it is exceedingly difficult to trace the actual origin of imported fur skins and not uncommon to find New Zealand opossum and wallaby imported through London after being treated in European tanneries.

MARKET FOR THE CANADIAN PRODUCT

The best-known Canadian furs offered for sale in New Zealand are the red and cross fox and muskrat. The two former are for the trade in fur neckpieces, and Canadian fox is generally accepted as the standard of this class, even though the typical skin is of somewhat indifferent colour and more often than not of summer weight. The popular demand for neckpieces requires an article of fair appearance to retail from £5 to £10. A very limited trade is done at higher prices, while low-priced Russian, Turkish, Indian, and Mongolian foxes are frequently offered at less than £5. Canadian red or cross foxes of uniform quality will meet a ready demand if raw skins can be quoted at prices not exceeding £4 and uniform quality in any shipment guaranteed. The lack of even quality has proved one of the greatest faults of many recent shipments and the assurance that it could be obtained would be welcomed by importers. The skins should also be complete with legs and claws when possible.

Muskrat coats have for some time been accepted as the most popular type, and skins are invariably preferred in natural colour rather than in clipped or dyed forms. The trade is practically limited to coats which will retail at £40 or less, and on this account it is more necessary that any lot of skins be uniform and free from faults than that it contain a few particularly fine specimens. It is perhaps more essential in the case of muskrat than of fox that quotations stipulate a fairly low price for even quality. Landed prices of muskrat skins should not exceed 10s. per skin.

The duty on imports of furs has been designed to encourage the purchase of raw skins and their final preparation in local shops and tanneries. Green or sun-dried skins are admitted free of duty; dressed skins which have not been made up are dutiable at 15 per cent *ad valorem*, and made-up furs, trimmings, and imitation furs are dutiable at 25 per cent under the British preferential tariff and at 45 per cent under the general. The opportunities for the sale of either raw skins or the completely finished product thus appear particularly favourable.

Several requests have been received for information which would lead to direct contact between local importers and Canadian fur houses. Any firms in a position to quote prices for the New Zealand trade should communicate with the Canadian Trade Commissioner at Auckland, when it is suggested that a complete range of c.i.f. prices be supplied with representative samples of raw fox and muskrat skins or other varieties suitable for the trade in lower-priced goods.

SOUTH AFRICAN MARKET FOR SEED POTATOES

TRADE COMMISSIONER G. R. STEVENS

Cape Town, March 16, 1928.—South Africa imports no potatoes except for seed. Each year her seed requirements amount to approximately 1,500 tons. These potatoes usually arrive in time for the second crop, being shipped in December and January for planting in March. There is, however, a certain quantity required each year for the early August planting, which must be shipped not later than June.

In the past, Scotland has been the predominating source of supply for all South African imports. During 1926 she furnished over 700 tons valued at £12,079, out of a total import of 1,800 tons valued at £20,926. The only other suppliers of any importance were Germany, who shipped 438 tons valued at £3,325; and France, who shipped 255 tons valued at £2,263. There was an import of about 370 tons from Kenya Colony, but this was not for seed.

The appearance of German supplies in South Africa suggests that there may be some market for Canadian seed potatoes. It is only during the last two or three years that German exporters have been interested in the Union market, but they would seem to have been successful. As the statistics show, German potatoes are much cheaper than Scottish seed; yet they have proven satisfactory stock.

The import trade in seed potatoes is handled by a few firms. In addition to merchant importers, one or two of the very large growers import direct. The only possible way to introduce Canadian seed potatoes would be to send them to South Africa for testing purposes. It was in this manner that the German potatoes were introduced. If any Canadian exporter wishes to test the possibilities of this market in this manner, one or two of the largest importers have signified their willingness to experiment with Canadian seed.

Seed potatoes are imported under fairly rigorous regulations and precautions are taken to minimize the risk of introducing black scab, warty disease, or other bacteriological plant diseases. Certain ports are designated as ports of entry for potatoes, and in this list are included all the ports served by the Canadian-South Africa steamship service. In addition, all consignments are inspected by the Department of Agriculture on arrival, and are subject to rejection if they fail to comply with specified conditions. A statement of the standard required for admission of seed potatoes is available upon application to the Department of Trade and Commerce, quoting file No. 26494.

Attached to the shipping documents of all parcels of seed potatoes imported into South Africa, there must be a consigner's certificate declaring the origin of the potatoes, together with a further certificate from some designated official in the country of export, which certifies that black scab or warty disease is not known to exist within five miles of the source of origin of the potatoes. No consignments will be released without such certificates. Pro-forma consigners' declarations and certificates have been forwarded to the Department of Trade and Commerce, and may be obtained upon application, quoting file No. 26494.

STEEL SLEEPERS FOR SOUTH AFRICAN RAILWAYS

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, March 16, 1928.—An interesting announcement has been made recently by the General Manager of the South African Railways and Harbours to the effect that the use of wooden sleepers or ties will be discontinued in favour of steel sleepers on all parts of this State-owned railway system. A general investigation of the merits of the two varieties has resulted in the decision to follow the example of the Rhodesian Railways which, although operating in the heart of timber country, have used steel sleepers almost exclusively for many years. The white ant was mainly responsible for the original change. In the whole of Sub-Africa down to approximately Lat. 30° S. no wooden structure is immune from the attacks of this insect, which in a very short time will honeycomb the framework and cause a collapse of any wooden construction. It is particularly fond of Australian Jarrah wood, which is principally used for wooden sleepers in South Africa. Its depredations do not extend into the more southerly parts of the Union, but apart from this reason, the steel sleeper is considered to be much more economical. At present its use is confined mainly to the branch lines, but a gradual replacement program extending over five years is expected to result in a complete change-over at the end of that time, embracing both branch and main lines.

Other points urged in its favour are:—

(1) It is credited with a much longer life—up to twenty-five years as compared with a maximum for the wooden variety of about fifteen years. Some steel sleepers on the Rhodesian Railways have been doing service for thirty years and are still quite sound.

(2) It need not be treated with creosote or chemicals to ward off the attacks of white ants, or to render it waterproof.

(3) It does not burn away when in contact with hot ashes from locomotives. The amount of oxidization from this cause is almost negligible.

(4) It can easily be adjusted for gauge and takes a much better grip of the roadbed.

(5) It is much cheaper in actual price than Australian Jarrah. The latter costs the Government a landed cost of 9s., and rail fastenings, bed-plates, spikes, etc., are extra.

There is no timber in the Union which can be supplied cheaply enough to compete with overseas sleepers and heretofore they have all been imported. The steel variety must also be imported, as the steel industry of the Union does not cater to demands of this nature. It is possible, however, that, if the Iron and Steel Bill passes the House, arrangements may be made to supply the railway's requirements in this item from local mills.

Contracts have just been awarded to Germany and Great Britain for sleepers and accessories respectively. The German quotation was lower on sleepers than that of either Great Britain or France, but both Germany and France included in their prices accessories of British manufacture. The contract for accessories, amounting to £36,658, was therefore awarded to British firms, and that for sleepers only to Germany at a price of £18 16s. 9d. per 100 (about \$0.92 each) for the 60-pound type and £16 7s. 2d. per 100 (about \$0.82 each) for the 45-pound type, both prices being f.o.b. Antwerp or Rotterdam.

The French quotation was only slightly higher, viz. £18 18s. 3d. for the 60-pound and £16 10s. for the 45-pound.

MARKETING OF RHODESIAN TOBACCO

Stimulated by the substantial tariff preference given by Great Britain, there has been a great increase in production of tobacco in Rhodesia, with the result that selling difficulties have occurred, writes a correspondent in the *London Times Trade Supplement*. It is realized in the colony that it is desirable to set a limit to the expansion of the tobacco-growing industry until marketing problems have been solved, but this season's crop will probably be in the neighbourhood of 20,000,000 pounds.

Additional publicity designed to increase the popular demand for cigarettes manufactured entirely from Rhodesian tobacco is generally admitted to be necessary.

RHODESIAN MEAT FOR THE BRITISH MARKET

One of the most important cattle deals ever made in South Africa has been concluded by the Rhodesian Land, Cattle, and Ranching Corporation, Limited, who have bought in various parts of the Union nearly 300 Shorthorn and Hereford bulls at a cost of about £10,000, writes a correspondent of the *London Times Trade Supplement*. The purchasers are one of the largest ranching concerns in the world, and the bulls have been bought with a view to establishing Rhodesian meat on the British market.

RUM PUNCHEONS FOR BARBADOS

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, March 26, 1928.—Supplementing a report entitled "Molasses Puncheons and Barrel Staves for Barbados", which appeared in *Commercial Intelligence Journal* No. 1239 (October 29, 1927), the following information concerning specific requirements for rum puncheons is submitted.

Usually brand new packages are demanded, but puncheons if they have been used only once, and are in practically new condition, are acceptable. Rum puncheons, including heads, must be made of best quality white oak. Red oak such as is used for molasses puncheons is not suitable for holding rum of a high over-proof strength.

As rum is shipped principally to England at a high over-proof test, the puncheons must of necessity be strongly constructed. The staves must all be sound, one inch thick, well hooped with eight heavy-gauged iron hoops, and substantial heads of the same quality White Oak. Certain rum refiners have endeavoured to use hogsheads (64 wine gallons—53 imperial gallons) which were imported from England containing stout, but after these packages were emptied and thoroughly overhauled they proved unsatisfactory.

If second-hand puncheons are purchased knocked down, it is usual to number the staves to facilitate setting-up.

For customs purposes heads, hoops and staves should be invoiced separately at net cost factory or brewery, as the component parts (staves, heads and hoops) enter under separate tariff items. Inland freight, ocean freight, cartage charges, etc., should be shown separately and stated whether included or not in c.i.f. price, as duty is collected on the net cost. A certificate of origin is required.

This information may be of interest to breweries having quantities of puncheons to dispose of which conform to these requirements.

REVIEW OF TRADE CONDITIONS IN GERMANY IN 1927

TRADE COMMISSIONER L. D. WILGRESS

[NOTE.—1 Reichsmark = \$0.238.]

Hamburg, March 23, 1928.—Business conditions in Germany during the year 1927 were characterized by great industrial and commercial activity. The recovery from trade depression, which set in during the summer of 1926 and was greatly assisted by the impetus given to German trade by the British coal strike, continued throughout the past year.

The prosperity of industry was principally due to the great domestic demand for all kinds of goods, based to a considerable extent on the expansion of credit resulting from the large volume of loans raised abroad. There was only a small expansion of German exports of manufactured products.

The development of trade activity was constant throughout the year, without any of the violent fluctuations which have been a feature of German business since the stabilization of the currency. Only towards the end of the year did the threat of labour disputes, the depression of agriculture, and the check to foreign borrowings appear to indicate a possible diminution of the prevailing activity of trade and industry.

The great activity of German business resulted in increased imports, particularly of raw materials and semi-manufactured goods. There was also a considerably larger importation of food products than in the previous year. Since exports only slightly increased, there was a fairly large unfavourable balance of trade. Canada was able to take advantage of the more active demand in Germany for foodstuffs and raw materials, and according to the Canadian statistics the total value of exports from the Dominion to Germany amounted last year to \$40,183,235 as compared with \$30,706,040 in 1926. The former figure made Germany the third largest market for Canadian goods in 1927.

UNEMPLOYMENT

Throughout most of last year there was a steady decline in unemployment, which reflected the growing activity of trade and the relief measures undertaken by public bodies. The number of publicly supported unemployed in the middle of January, 1927, was 1,839,875, there having been a slight increase during that month. From February on the official figures of unemployment showed a steady decline until on October 1 the number was 355,462. During October and November unemployment increased owing largely to seasonal causes. The number of unemployed on December 1 was 604,509. During the last month of the year the seasonal increase in unemployment became more marked, and on December 31 the number of publicly supported unemployed was 1,188,500.

The repetition each winter of a seasonal increase in unemployment indicates that Germany is faced with an unemployment problem of a more or less permanent character. On the other hand, the German experts have reported that the trade activity reached its apex in the second half of 1927, so that part of the increase in unemployment in the last two months of the year may have been caused by a slight falling off in the home demand for goods.

INSOLVENCIES

The number of insolvencies during the past year was below normal. After the crisis in the winter of 1925-26, the monthly figures of bankruptcies showed a decreasing tendency, which was continued throughout most of last year. In September a total of only 360 bankruptcies was reported. After that month a slight increase took place in the number of commercial failures, the figure of bankruptcies for December being 619 as against 438 in December, 1926.

MONEY AND STOCK MARKETS

The liquidity of the money market, which prevailed throughout 1926, did not continue for long during the past year, since the expansion of trade led to an increasing demand for credit. On January 11, 1927, the official discount rate of the Reichsbank was reduced from 6 to 5 per cent. A Government loan of 500,000,000 reichsmarks in February exhausted the German capital market. The increasing demand for credit led to a rise in money rates, and on June 11 the Reichsbank increased its discount rate to 6 per cent. As the Reichsbank discounts and note circulation continued to expand, a further increase in the official rate to 7 per cent became necessary on October 4. This increase was effective in checking the expansion of credit and the rate remained at 7 per cent for the rest of the year.

The expansion of credit during the past year can be illustrated by the figures of the discounts and note circulation of the Reichsbank. The former increased from a total of 1,828,600,000 reichsmarks at the end of 1926 to 3,128,700,000 reichsmarks at the end of last year. During the same period the note circulation of the Reichsbank rose from 3,710,100,000 reichsmarks to 4,538,100,000 reichsmarks, and the total circulation of all currencies from 5,799,800,000 reichsmarks to 6,331,100,000 reichsmarks. The gold and gold exchange cover amounted at the end of the year to 47.03 per cent of the Reichsbank note circulation and 35.38 per cent of the circulation of all currencies. At the end of 1926 the corresponding percentages were 62.92 and 42.03 per cent respectively.

The marked rise on the German stock markets, which began in December, 1925, and apart from minor reactions was maintained throughout 1926, progressed still further during the first four months of the past year. The highest point was reached on May 3. A few days later, on May 12, the Reichsbank compelled the commercial banks to reduce their stock exchange advances and a panic ensued on the following day, which has been called "Black Friday". From that time on until the end of November there was a general decline in stock exchange values, except for a few periods of temporary recovery. During December a firmer tendency set in and there was a general rise in values. The share index of the *Berliner Tageblatt*, based on the average quotation of 1926, declined from 177.46 on May 2 to 139.9 on December 30, but the lowest point was reached on November 25 with an index of 121.5.

PRICES AND WAGES

The revival of trade during the past year was accompanied by a rise in prices. The official wholesale price index increased from 137.1 on December 28, 1926, to 139.2 on the same date last year. The lowest level for the year 1927 was reached in April, when the index stood at 134.8, while the highest level was attained in the middle of October with an index of 139.9.

The cost of living index rose during the past year from 144.3 to 150.1. In addition to the rise in prices, this increase in the cost of living was largely occasioned by the increase in controlled rents, which were raised from the pre-war level to 110 per cent of pre-war rents on April 1 and further to 120 per cent on October 1.

The increase in rents and the general industrial activity gave rise to a determined movement for increased wages. The average weekly wage for skilled labour in twelve leading industries rose during 1927 from R.M.46.31 (\$11.03) to R.M.50.44 (\$12.01), and that for unskilled labour from R.M.34.27 (\$8.16) to R.M.37.01 (\$8.81). Strikes were more numerous than in the previous year, but it was only towards the end of the year after the second increase in legal rents that the threat of labour troubles became a factor of importance. The

first serious strike was that in the lignite industry of Central Germany, which broke out in October. The year closed with wage disputes impending in a great many of the leading industries.

GENERAL TENDENCIES

The above review of the movements in Germany during the past year with respect to unemployment, insolvencies, the money and stock markets, prices and wages should serve to indicate three fairly distinct periods. The first period roughly extended over the first four months of the year and represented a continuation of the tendencies noticeable throughout most of the previous year. This period was characterized by easy money conditions, a rising stock market, steadily increasing trade activity, and declining prices. The second period extended roughly from May to October and was notable for the boom in home trade, which brought in its train a great demand for credit, a declining stock market, increasing prices, full employment, and few insolvencies. The closing months of the year comprise the third period, which represents a slight reaction from the peak of the boom in home trade. In this period there has been a check to the expansion of credit, to the fall in stock market values, and to the rise in prices.

Although the boom in home trade has passed its highest point, there are still no signs of any serious diminution of industrial activity. The Institute for the Study of Trade Fluctuations in a recent report expresses the opinion that no acute industrial crisis is to be expected in the near future. On the other hand, there has been a decline in the production of goods independently of seasonal consideration. The institute regards the new reserves of capital created by savings as an important influence, which may prevent any rapid decline in trade, but considers that exports must be increased to compensate for the falling off in domestic demand. It will be seen therefore that expert opinion in Germany predicts a gradual reaction from the trade boom of last year.

SUPPLY OF CAPITAL

It has been pointed out that the great trade activity of the past year was principally due to the expansion of credit. This was largely based on the influx of foreign capital in the previous two years. The volume of foreign loans was also maintained last year, but during the early part of the year the low bank rate acted as a deterrent to foreign funds seeking investment in Germany.

Official estimates have been published in *Wirtschaft und Statistik*, which indicate that the foreign loans granted to Germany since the stabilization of the currency total over 4,500 million reichsmarks, exclusive of the Dawes loan of 960 million reichsmarks. The estimate of the foreign loans raised last year was 1,509,860,000 reichsmarks as compared with 1,692,970,000 reichsmarks in 1926. In addition to the foreign loans, the president of the Reichsbank has estimated that Germany has received about 5,000 million reichsmarks of short-dated credits since 1924, so that he places the total foreign borrowings in the last four years at around 10,000 million reichsmarks.

The large amount of work undertaken by municipalities and other public bodies has been an important factor in the great activity of home trade. This work has been mostly financed by foreign loans. The stricter control over the raising of loans abroad by public bodies should serve to diminish to some extent the great demand for goods created by this factor.

The maintenance of trade activity being dependent largely upon the course of credits, the replenishment of the domestic supply of capital through savings is regarded as a factor of great importance. During the past year the savings deposits in Germany increased by 1,605 million reichsmarks and amounted at

the end of December to a total of 4,775 million reichsmarks. The increase in savings deposits therefore was nearly equivalent to the total amount of foreign loans taken up last year.

PUBLIC FINANCES

The chief feature of the past year in the sphere of public finance has been the criticism directed against the increase in expenditure. The Agent-General for Reparation Payments in October called the attention of the German Government to the rising level of public expenditure and its threat to the stability of the public finances. Special criticism has been directed against the tendency to overborrowing and overspending on the part of the states and municipalities, but there has also been a considerable increase in expenditure shown in each of German Budgets since the large surplus of revenue derived in the fiscal year 1924-25.

The estimates for the fiscal year 1927-28 showed an excess of expenditure over revenue amounting to 856,400,000 reichsmarks, of which 621,800,000 reichsmarks were the estimated deficit of the ordinary Budget. The total estimated expenditure amounted to 9,130,200,000 reichsmarks, an increase of 587 million reichsmarks over the expenditure of the previous year.

The revenue from taxation during the first nine months of the fiscal year, April to December, amounted to 6,337 million reichsmarks and exceeded the estimated revenue for this period by over 500 million reichsmarks. This favourable result was a reflection of good trade. Customs receipts in particular were larger than the estimates owing to the considerable volume of imports. The total estimated revenue for the fiscal year was 8,274 million reichsmarks.

The execution of German obligations for reparation payments proceeded smoothly throughout the year and owing to the influx of foreign capital no difficulty was experienced in respect to transfers. During the year from September, 1926, to September, 1927, a total of 1,500 million reichsmarks was paid on account of the third reparations annuity.

AGRICULTURAL PRODUCTION

The yield of the German crops last year was larger than in 1926, but the quality was inferior on account of the damage caused by excessive rains. The following table shows the total yield of the principal crops in Germany for the last two years:—

	Metric Tons (2,204 lbs.)	
	1926	1927
Rye	6,406,000	6,833,000
Wheat and spelt	2,726,000	3,418,000
Barley	2,463,000	2,738,000
Oats	6,325,000	6,347,000
Potatoes	30,031,000	37,550,000
Sugar beets	10,495,000	10,854,000

There was a general increase in the number of live stock in Germany during the past year, but the most notable increase was in the hog population, which on December 1, 1927, amounted to 22,880,300 head, or more than in 1913.

INDUSTRIAL PRODUCTION

Nearly all the manufacturing industries of Germany had a considerably larger production last year than in 1926. In many instances the output exceeded the pre-war figures of production for the present territory of Germany. The increases in production were particularly notable in the case of the iron and steel, chemical, potash, cement, automobile, electrical, machinery, and textile industries. The great activity was mostly confined to the home market and was not accompanied by any marked expansion of production in those indus-

tries working mainly for export. Throughout the year the domestic market was able to consume large quantities of goods, both of those consumed by the population and of those required for construction and industrial equipment.

The total output of coal in 1927 amounted to 153,597,600 metric tons as compared with 145,362,900 tons in the previous year. The production of pig-iron increased from 9,643,519 metric tons in 1926 to 13,102,528 tons last year, while 16,305,330 metric tons of ingot steel were produced last year as against 12,341,636 tons in 1926. Throughout the year the steel mills had orders on hand for several months ahead.

The German machinery and engineering industry enjoyed great prosperity last year. The textile mills were also fully employed throughout most of the year. The Potash Syndicate marketed last year 1,239,400 metric tons as against 1,101,830 tons in the previous year.

The trade activity of the past year can best be indicated by the figures of daily average number of railway cars loaded. From an average in February of 135,200 cars a day, there was a steady increase until in October the average of 166,300 cars a day was attained. In December the figure dropped to 146,600 cars a day.

FOREIGN TRADE

The chief feature of the German foreign trade returns for 1927 is the very large unfavourable balance of trade. This may be regarded on the one hand as a reflection of the great industrial activity and on the other hand as a consequence of the heavy foreign borrowings. A favourable feature of the trade returns is the slow but steady development of the exports of finished goods.

Inclusive of gold and silver, the unfavourable balance of trade amounted to 4,140,856,000 reichsmarks, and exclusive of the precious metals to 3,924,451,000 reichsmarks. In 1926 the unfavourable trade balance, exclusive of gold and silver, was only 218,233,000 reichsmarks.

The heavy unfavourable balance of trade last year was chiefly due to the greatly increased importations of raw materials and semi-manufactured goods, although there was also a much larger import of foodstuffs and of manufactured goods than in the previous year. This can be seen from the following table comparing the imports and exports by groups in the last two years:—

German Imports and Exports, 1926 and 1927

	In Thousands of Reichsmarks			
	Imports		Exports	
	1926	1927	1926	1927
(1) Live animals.	119,745	177,205	10,697	11,045
(2) Food and drink.	3,570,966	4,350,425	476,402	418,843
(3) Raw materials and semi-manufactured goods.	4,947,734	7,148,956	2,331,195	2,239,294
(4) Manufactured goods.	1,362,967	2,466,575	6,964,885	7,549,528
Total merchandise.	10,001,412	14,143,161	9,783,179	10,218,710
(5) Precious metals.	615,246	238,271	36,201	21,866
Total.	10,616,658	14,381,432	9,819,380	10,240,576

The figures in the above table do not include reparation deliveries in kind.

The German trade figures in 1913 comprised total imports valued at 10,769 million marks and total exports of a value of 10,097 million marks, so that the exports last year exceeded the 1913 value for the first time since the war. Estimated on the basis of pre-war prices, however, the total exports last year were 75.7 per cent of the 1913 volume as compared with 73 per cent in 1926.

In each month of the past year there was an unfavourable balance of trade, and in no month were total imports less than 1,000 million reichsmarks or total exports more than that amount. On the other hand, the tendency was for total exports to increase in value each month. The largest unfavourable trade bal-

ances were in the months of June and July, and after these months there was a decline in the unfavourable balance as a consequence of increased exports. The following table shows the development of the exports of manufactured goods month by month during the past year:—

German Exports of Manufactured Goods, 1927

Month	Value in Million Reichsmarks	Month	Value in Million Reichsmarks
January	562.9	July	633.8
February	541.1	August	628.2
March	600.5	September	693.2
April	597.0	October	718.1
May	622.9	November	683.0
June	559.2	December	709.7

In 1926 the average monthly value of these exports was 580,400,000 reichsmarks. The chief increases in the exports of manufactured goods last year were in textiles, machinery, furs, rolled products and iron goods, chemical and pharmaceutical products, paints and varnishes, leather, electro-technical products, boots and shoes, celluloid, galalith, bicycles, toys, and motor trucks.

German exports to Soviet Russia in 1927 were valued at 329,600,000 reichsmarks as compared with 264,700,000 reichsmarks in 1926 and 250,000,000 reichsmarks in 1925.

GERMAN MARKET FOR FISH

TRADE COMMISSIONER L. D. WILGRESS

II

Openings for Canada

The statistics of the imports of fish into Germany published in the last issue of the *Commercial Intelligence Journal* will indicate that the present trading with this market does not offer very great opportunities for Canada apart from the products already being shipped from the Dominion. These products are frozen salmon and frozen eels, mild-cured salmon, canned lobsters, and canned salmon. Canadian sardines at present are excluded from the market by tariff discriminations, while the high duties also greatly restrict the trade in canned lobsters and canned salmon.

It would appear desirable to briefly review the position with respect to the possibilities of extending the export from Canada to Germany of the various categories of fish products for which there is an opening in this market.

FROZEN EELS

A fairly considerable trade has developed during the last three or four years in the export of frozen eels from Eastern Canada to Germany. These frozen eels are required for smoking purposes, smoked eel being a very popular delicacy in Germany. They are imported to supplement the European supplies of live eels.

Black eels are required in Germany and the average weight should be around 2 pounds. The eels should be frozen alive, and after the freezing operation has been completed the eel should be dipped again to give a thin outer coating of ice. It is important that the flesh should be well preserved during the process of freezing and defreezing.

The frozen eels are usually packed in boxes of 100 pounds net and are shipped to Germany by refrigerator steamer. The usual terms of payment are

cash against documents on arrival of the steamer. The price ruling last season for Canadian eels of an average weight of 2 pounds each was 15 cents per pound c.i.f. Hamburg.

Consignments of live eels in tanks have been sent from Canada to Holland and German importers would also be interested in receiving such consignments, if the cost would not be very much greater than frozen eels. Live eels would be more suitable for smoking purposes than the frozen product.

FROZEN SALMON

Before the war there was a regular trade of fairly considerable dimensions in the shipment of frozen salmon from the Pacific Coast of North America to Germany. This business has been resumed since the stabilization of the German currency, but has not yet attained the dimensions of pre-war years. The trade is mostly on a consignment basis and is largely in the hands of a few firms with connections on the Pacific Coast. Occasional shipments have been made against payment in Hamburg or New York. The bulk of the frozen salmon imported into Germany has come from shippers on the Columbia river, but British Columbia exporters have also participated in this trade.

The fish should be well frozen in such a way that the flesh will be in good condition and of a uniform red colour when defrozen on this side. The frozen salmon is sold in Germany as a substitute for Rhine salmon, which is a favourite food product of the wealthier classes. The principal varieties imported from the Pacific Coast are Steelheads and Red Springs. The most desirable sizes are those ranging around 10 to 12 pounds. The frozen salmon is usually packed in boxes containing eight or ten fish and weighing about 100 pounds.

FROZEN HALIBUT

Shipments of Canadian frozen halibut have also been sent to Germany, but it is understood that the experiment has not been a great success. The difficulty arises from the plentiful European supplies of this fish. When there is a shortage of halibut in Germany, shippers in Great Britain and the Scandinavian countries often send over consignments, but Canadian exporters are too far away to take advantage of such opportunities. It is stated that firms in Great Britain have consigned Canadian frozen halibut to Germany when the British market has been overstocked and prices in Germany were higher.

There is also an opening for the importation of frozen halibut into Germany for smoking purposes, but the difficulties also arise that the fish might arrive from Canada when local supplies for fresh halibut were considerable. Halibut has been imported from Norway for smoking purposes, and the shortage of supplies in that country has recently directed the attention of smokers to the possibility of importing frozen halibut from Canada. Frozen halibut for smoking purposes should be shipped to Germany without entrails, head, or fins and the sizes should range from 55 pounds to 165 pounds, or an average of around 88 pounds each. The smokers would like to receive sample shipments to test the suitability of Canadian halibut for their requirements.

FRESH AND FROZEN FISH FROM EASTERN CANADA

Investigations have been made into the openings for the shipment to Germany of fresh and frozen fish from the Maritime Provinces of Canada. Obviously this trade is dependent upon the two factors mentioned elsewhere in this report, viz: (1) the large supplies of locally caught fresh fish and resulting low prices in Germany; and (2) the restricted demand for fresh fish in the interior of the country.

Both these factors have been dealt with at length in the first part of this report. The extent of the fish supply from the German fisheries and the prices secured for the landed fish have been indicated, so that Canadian fishing companies can estimate the local competition against which they would have to contend in the German market. The restricted demand for fish has also been covered fully.

This second factor of demand is subject to change, in that the taste of the population might conceivably be influenced by propaganda in favour of the consumption of more sea fish. The opinion of German firms interviewed was that under present conditions of demand and supply there would be little opportunity for the shipment of fish from Eastern Canada to this market.

The possibilities were considered of shipping to Germany from the Maritime Provinces frozen fish, such as cod and haddock and also iced fish, both whole and fillets, packed in boxes with sufficient ice for the journey, but in no case was any encouragement held out for the prospects of a large or profitable business.

HERRINGS

It has been seen above that herrings comprise the bulk of the sea fish imported into Germany, so that it is important to consider the possibilities of exporting this fish from Canada to this market. The importation of fresh herrings would be out of the question, since the cost of transport would be too high as compared with herrings from Great Britain and Norway. It remains therefore to deal with the openings in Germany for salted and smoked herrings.

Alaska salted herrings have been consigned to Germany at various times by New York firms when the American market has been overstocked and the prices ruling in the respective markets have encouraged this trade, but, generally speaking, it is difficult for transatlantic herrings to compete in the German market with the supplies of salted herrings available in Great Britain, Holland, and Norway. Before the war the large Newfoundland salted herrings were also imported more or less regularly into Germany for use in the smoking plants, but recently only occasional shipments have been made. There might be occasions for Canadian exporters to consign salted herrings to the German market, when prices were not too depressed and there was a demand in this market for the larger sized herrings, but Hamburg firms did not consider the prospects favourable for a large and regular trade.

The position with respect to smoked herrings is that the requirements of the German market are entirely different to those in Great Britain or Canada. Smoked herrings are mostly consumed raw without further cooking. They therefore require to be smoked hot and are steamed during the process of smoking. There is little opening for the importation of herrings smoked in the manner customary in other countries. Accordingly there would be a better opportunity of shipping to Germany salted herrings for use in the smoking plants than of doing business in the smoked product.

SALTED OR MILD-CURED SALMON

A regular trade is done in the importation into Germany of mild-cured salmon from the Pacific Coast of North America. The imports last year amounted to 4,769,380 pounds, of which all except a small quantity was imported from the United States. British Columbia exporters have secured a share of this business, but they have mostly sold to export firms located in the United States, who send consignments to their connections in Germany.

Mild-cured salmon is used in Germany for smoking purposes, smoked salmon, like smoked eel, being a favourite delicacy. The salmon must be only slightly cured, so that when delivered to the smoking plants all that is required

is to steam the salmon lightly. If the sides are too heavily salted, they must be washed, and this leads to the flesh becoming soft and broken.

The mild-cured salmon is required only cut in sides without heads or tails. Large sizes are chiefly desired, the smaller sizes not bringing a good price. The sides are always packed in large tierces of 850 pounds, small barrels not being acceptable. Shipment is by cold storage, as otherwise there is danger of a whole tierce becoming affected if rot sets in.

The prices realized on good red mild-cured salmon ex cold store Hamburg range around 40 cents a pound.

CANNED FISH

The duty factor has chiefly served to restrict the sale of Canadian canned fish to Germany. Thus there is a conventional duty of R.M.30 per 100 kg. applicable to sardines and little fish in oil and tomato sauce (length of living fish not to exceed 16 cm.) when imported from most-favoured-nation countries, while a general duty of R.M.75 per 100 kg. applies to these products when imported from Canada.

There is no conventional duty on canned salmon, but the general rate of duty of R.M.75 per 100 kg. is equivalent to about 8 cents a pound, and is too high to permit of an extensive trade. Some imports take place, chiefly of tall pinks in 1-pound cans, and Canadian exporters do a limited business. Canned salmon is little known in Germany and the sale is mostly confined to the wealthier classes and the restaurants. Any extension of the demand for canned salmon in Germany is dependent on a lowering of the duty and sales propaganda among the masses.

Previously there was a considerable export of Canadian canned lobsters to Germany, as this is a very popular article among the well-to-do classes. Since the introduction of a duty of R.M.800 per 100 kg., however, the trade has dwindled to small proportions. This has become especially marked since the appearance on the market of canned crab from Japan, to which another rate of duty applies, viz. R.M.192 per 100 kg. The revival of the trade in Canadian canned lobster with Germany is dependent upon the reintroduction of a lower rate of duty.

Obviously the openings for the sale of canned pilchards and other canned fish from Canada to Germany are not great so long as these products are subject to a duty of R.M. 75 per 100 kg., which is the general rate of duty applicable to most kinds of canned fish imported into Germany.

FISH MEAL AND FISH OIL

It is principally in the by-products of the fishing industry that Germany offers the best openings for the disposal of surplus supplies available for export from Canada. This is particularly the case with fish meal, of which large quantities are imported into Germany for the purposes of pig-feeding.

Last year the total imports into Germany of fish meal for fodder and fertilizer purposes amounted to 113,502 metric tons (1 metric ton = 2,204 pounds), of a total value of \$8,921,438. This compares with an import of 81,963 metric tons in 1926. These totals would include whale and other fish meal imported for fertilizer purposes, but the great bulk would be comprised of fish meal for animal feeding.

Norway and Great Britain are the principal sources of supply for the fish meal imported into Germany. Last year the former country supplied 54,776 metric tons and the latter country 30,510 metric tons, while 8,790 metric tons are shown as having come from the United States and 4,260 metric tons from Canada.

An excellent beginning has been made in the introduction of Canadian fish meal to the German market. One company in Nova Scotia are regularly ship-

ping white fish meal to Hamburg, and the quality of their product has produced a favourable impression among the trade. During the past season around 9,000 short tons of pilchard meal were shipped to Germany from British Columbia, this quantity being considerably more than half of the total output of fish meal in that province last year. Full particulars regarding the German market for Canadian fish meal were given in a report published in the *Commercial Intelligence Journal* of December 4, 1926 (No. 1192).

Fish oils are regularly imported into Germany. Trial shipments of pilchard oil have been made to Hamburg, but the price has recently been too high to permit of any trade in this product. If prices should be reduced there would be an opening for the use of pilchard oil in the German margarine industry. The imports of fish and whale oil into Germany last year amounted to 79,478,900 kg. of a value of \$11,558,330, Norway and Newfoundland being the principal sources of supply.

GERMAN DUTIES ON FISH

The following is a summary of the customs duties applicable to various kinds of fish on importation in Germany:—

Tariff Item No.	Tariff Classification	Conventional Duty R.M.	General Duty R.M.
		Per 100 Kg. net	Per 100 Kg. net
115	Fish, living or dead, fresh, also frozen:		
	Carp:		
	Living	25.00	30.00
	Dead	12.00	15.00
	Tench	20.00	30.00
	Char (pollan)	Free	30.00
	Trout, including whitefish (saiblinge)	Free	50.00
	Other	Free	Free
		Per Cask	Per Cask
116	Herrings, salted, not cut open—In whole, half, quarter or half-quarter casks	Free	3.00
		Per 100 Kg. net	Per 100 Kg. net
	Otherwise packed; also salted herring roe and herring pickle	Free	2.00
117	Fish, prepared (except salted herrings not cut open):		
	Dried, salted or otherwise simply prepared without vinegar, oil or spices	Free	3.00
	Simply prepared with vinegar, oil or spices	Free	12.00
	Finely prepared for the table	Free	75.00
118	Caviar, and caviar substitutes (salted fish roe), even if pressed or smoked; caviar pickle	Free	2,400.00
	NOTE.—Salted fish roe, not destined for consumption, may be cleared free of duty, on request, after being officially denatured.		
119	Marine molluscs, living or merely boiled or salted, shelled or not:		
	Oysters (gross weight)	100.00	800.00
	Other	Free	Free
123	Marine crustaceans, living or not, even merely boiled or salted, shelled or not:		
	Lobsters (gross weight)	Free	800.00
	Crayfish (gross weight)	200.00	800.00
	Other (gross weight)	Free	192.00
124	Marine crustaceans, marine molluscs, snails and tortoises, also frogs' legs, prepared otherwise than merely boiling or salting	Free	300.00
ex 131	Fish oil, purified or not, even in bottles	Free	Free
ex 161	Fish meal for animal feeding or fertilizer purposes	Free	Free
ex 219	Alimentary and consumable articles of all kinds (except beverages), in air-tight receptacles, provided they are not in themselves subject to higher rates of duty	Free	75.00
	Sardines and anchovies; other sea fish of all kinds (the length of the live fish not exceeding 16 cms.); tunny-fish	30.00	Free

Fresh herrings and other fresh and frozen sea fish are dutiable under tariff item No. 115 and therefore are free of duty when imported into Germany.

COMMERCIAL CONDITIONS IN MEXICO

TRADE COMMISSIONER C. NOEL WILDE

Mexico City, March 31, 1928.—The principal event of the month has been the settlement of the main points of dispute between the Government and the petroleum companies. As has been already explained, this dispute arose in consequence of the declaration in the Constitution of 1917 that all petroleum deposits were the property of the nation; a subsequent decree, putting this law into operation, stated that oil rights granted before the date of the Constitution would be confirmed by means of concessions for a limited period. The oil companies claimed that permanent rights could not be converted into leases limited in point of time; this difference of opinion led to increasing friction, until in November last the Supreme Court gave judgment in favour of one of the oil companies in a test case which was brought before it. On the basis of this judgment, diplomatic negotiations continued, and the petroleum law has been modified in the direction of the claims made by the companies.

This fact of itself should go far towards removing one of the principal difficulties with which the commercial situation has been confronted during the past few years. It does not, however, guarantee an immediate increase in production, or even a halt in the reduction of output with which the industry has been faced for a similar period; in fact, one of the largest producing companies attributes the decreased production to an oversupply of petroleum throughout the world, combined with the heavy taxation imposed on petroleum of Mexican origin. In this connection it is stated that the taxes on Mexican petroleum vary between 76 centavos and one peso six centavos per barrel, as compared with an average of 16 centavos in Venezuela, and from 4 to 6 centavos in Oklahoma, Texas and Louisiana.

In the meantime, the approach towards a settlement of this vexed question has led to a hope that other problems, such as the agrarian question and the foreign debt, may be found capable of solution. Thus, although business is still at a low level, there is in many quarters a feeling of tempered optimism with regard to the future.

The mining industry, in spite of difficulties which have previously been referred to, appears to have maintained its volume of output, as will be seen by the following statement of production for the first eleven months of the years shown:—

		1927	1926	1925
Gold	Kilos	20,594	21,517	22,441
Silver	Tons	2,928	2,766	2,587
Lead	Tons	220,576	193,444	155,627
Copper	Tons	52,495	46,542	42,077
Zinc	Tons	121,108	93,369	31,153
Mercury	Kilos	79,686	41,631	31,954

With regard to agriculture, conditions are reported to be generally favourable throughout the country. It is estimated that the corn crop will be larger than in 1927, more especially in the northern area. The prospects for wheat are also considered excellent, with the exception of the central states; with regard to other crops such as beans, cotton, tomatoes, and sesame, sowing has taken place under favourable conditions, and satisfactory harvests are expected.

Exchange on New York has remained fairly steady, varying between 48·65 and 49·05, with an increased tendency to firmness. The discount on silver has continued to improve, closing at the end of the month at approximately 3 per cent.

ECONOMIC CONDITIONS IN FRANCE

TRADE COMMISSIONER HERCULE BARRÉ

Paris, April 6, 1928.—The receipts from all sources of taxation during the first two months of 1928 amounted to 5,193,827,000 francs, exceeding by 341,895,000 francs the budget estimates for that period and by 482,659,000 francs the receipts for the corresponding period of 1927. In the above total, the sales tax returns, which are considered a fairly accurate barometer of trade conditions in France, amounted in February alone to 729,396,000 francs, exceeding by some 25 million francs the yield of same item in February, 1927, and this notwithstanding the abolition this year of the sales tax on exports.

RAILWAY RECEIPTS

Receipts of the railway companies amounted to 2,673,126,000 francs for the period January 1 to March 17 inclusive, exceeding by 122,735,000, or 4.79 per cent, the receipts for the corresponding period of 1927.

IMPORTS AND EXPORTS

In December, 1927, and January, 1928, imports exceeded exports in value, but the deficit has been made good in February, and the commercial balance for the first two months of the year is favourable to France, as shown by the official figures just now published.

Imports (in Francs)—	Jan.-Feb., 1928	Jan.-Feb., 1927	+ Increase — Decrease
Foodstuffs	1,849,035,000	2,489,280,000	— 640,245,000
Raw materials	5,556,700,000	5,498,023,000	+ 58,677,000
Manufactured goods	1,038,992,000	814,413,000	+ 224,579,000
Total	8,444,727,000	8,801,716,000	— 356,989,000
Exports (in Francs)—			
Foodstuffs	1,063,434,000	793,314,000	+ 270,120,000
Raw materials	2,256,103,000	2,894,669,000	— 638,506,000
Manufactured goods	5,120,363,000	5,586,109,000	— 465,746,000
Total	8,439,900,000	9,274,092,000	— 834,192,000

The following tonnage figures would show that exports have increased and imports have diminished as compared with 1927.

Imports (in Metric Tons)—	Jan.-Feb., 1928	Jan.-Feb., 1927	+ Increase — Decrease
Foodstuffs	814,597	1,179,311	— 364,714
Raw materials	6,186,282	7,456,091	— 1,269,809
Manufactured goods	170,965	184,387	— 13,422
Total	7,171,844	8,819,789	— 1,647,945
Exports (in Metric Tons)—			
Foodstuffs	301,228	179,738	+ 121,490
Raw materials	5,487,171	4,948,792	+ 538,379
Manufactured goods	802,437	870,295	— 67,858
Total	6,590,836	5,998,825	+ 592,011

The decrease in the value and tonnage of foodstuffs imported by France in 1927, as compared with 1926, is due to the better crops enjoyed by France last year, and to that same cause must be ascribed the increased value and tonnage of exports of foodstuffs in 1927 compared with those of 1926.

The considerable decrease of 1,269,809 metric tons in imports of raw materials is due to a drop of coal imports of 1,000,000 tons, caused by the greater production of French mines in 1927 and the gradual electrification of railways.

The commercial balance for the first two months of the year is favourable to the extent of 4,827,000 francs.

COAL AND COKE PRODUCTION

Coal production in France having apparently overtaken the demands of industries within easy reach of the mine fields, restriction of output has been resorted to. Hence the total production for February, amounting to 4,254,412 tons, is less by 9 per cent than that of February, 1926. This is due to the withdrawal from the mines of 3,310 miners.

Coke production during February amounted to 343,186 tons, exceeding by 100,000 the coke production of 1913.

Unemployment continues to be less than in normal pre-war times, standing at from 10,000 to 12,000 for the whole country.

HIDE AND LEATHER SITUATION IN FRANCE

TRADE COMMISSIONER HERCULE BARRÉ

Paris, March 27, 1928.—Market prices of hides and leather increased rapidly in France in the early part of 1927, owing to the sudden appearance of Russia as a heavy buyer. Higher prices for boots and shoes and other leather goods were in consequence forecasted. However, before such increases could materialize, Russia suddenly withdrew from the market some seven or eight months ago, and prices dropped on an average of about 30 per cent. In the hope of still lower prices, manufacturers of boots and shoes and other leather goods adopted the policy of buying for immediate needs only. But as the stocks of finished goods have been wellnigh exhausted in all branches of leather industries, manufacturers have been compelled recently to buy substantially in order to provide for the coming season. In consequence, a general increase in the quotations for hides and leather has been noted since the beginning of March, with prospects of further rise in the near future. It can be taken for granted that the market is rising not only in France but in all countries, owing to the growing demand the world over for leather goods of all kinds—a demand which is steadily overtaking production.

FRENCH IMPORTS AND EXPORTS, 1927

Total imports of raw or dry hides into France in 1927 amounted to 60,241 metric tons (1,049,887,000 frs.). Large ox hides were imported to the amount of 42,859 metric tons, the most important countries of origin being Madagascar (7,118 tons), Italy (4,797 tons), Belgo-Luxemburg (4,334 tons), and Argentina (2,704 tons). Horse hides totalled 718 tons; ram, ewe, and sheep hides, 1,249 tons; lamb hides, 2,581 tons; calf hides, 3,859 tons; and hare and rabbit raw felts, 870 tons. Kid hides were imported largely from Italy, Argentina, and Spain, the total for all countries being 1,649 tons. Goat hides totalled 7,517 tons; and all other hides amounted to 1,434 tons.

France's exports of raw or dry hides in 1927 amounted to 52,316 metric tons valued at 960,985,000 francs. Belgo-Luxemburg, Germany, Holland, the United States, and Italy are the principal countries to which France exports.

The share of Canada and the United States in the trade was as follows:—

Imports into France

From Canada	10 metric tons	(fr. 960,000)
From United States	172 metric tons	(fr. 51,363,000)

Exports from France

To Canada	259 metric tons	(fr. 5,798,000)
To United States	6,977 metric tons	(fr. 213,189,000)

France exports a large variety of hides and leather, the most important lines being calf skins, renowned for their high quality; and heavy ox hides used for belting purposes (100 to 120 pounds to the hide).

FRENCH MARKET FOR SOLE LEATHER AND PATENTS

France imports all kinds of hides and pelts from nearly all the producing countries. Sole leather in particular has to be imported largely, and there is a steady demand for ox hides weighing from 45 to 80 pounds, and even 35- to 45-pound grades find ready buyers. In view of this permanent demand, Canadian breeders might be able to sell surplus stocks in this market.

There is no factory in France specializing in the production of patent leathers. This is a side line with manufacturers and no sustained effort has been made to perfect quality. Better quantities must therefore be imported.

FORECAST OF FUTURE CONDITIONS

It is predicted in the trade that the steady increase in the prices of hides and leather, which during the last forty years have risen 350 per cent, is bound to continue owing to certain factors which operate universally.

The rising standard of living of the masses the world over—Russia temporarily excepted—has intensified the demand for leather footwear. The advent of the automobile and development of railway systems have created enormous new leather demands as in the upholstery of better-class cars and carriages and have stimulated the markets for handbags and clothing. Industrial development in all countries calls for enlarged supplies of leather belting.

Although the live stock herds of the world increased by 21½ per cent during the 1913-25 period, against an increase of only 3½ per cent in the world's population, leather production is steadily being overtaken by demand. Hence higher prices are likely now and in the future. Stock breeders can therefore increase their industry to the limit of their resources with the certainty of a world's market for their production.

It is considered in the trade that the only event which could possibly check the further rise of market prices would be the discovery of an absolutely perfect synthetic leather.

BOOT AND SHOE SITUATION

The importation of boots and shoes into France is practically nil. Important factories, well distributed all over the country, provide for the needs of the population. A few American shops import their own American lasts, and get their boots and shoes made here, and stamped with their particular trade-marks. Occasionally these shops may import very special lines on a small scale. They are situated on the main boulevards, and cater mostly to the tourist trade.

Some Canadian manufacturers attempted to enter the French market a few years ago, but their venture was not a success, and it was discontinued after a few months.

Retail prices of boots and shoes have remained practically stable throughout 1927, ranging from 100 to 150 francs (\$4 to \$6) for good, serviceable, well-made footwear, with de luxe grades reaching up to 250 francs (\$10) in smart shops. There is no sign for the time being of any increase in above prices, but should present quotations for raw hides and finished leather go up much higher, the increase may possibly be passed on immediately to the consumers, as manu-

facturers have no reserves on hand to absorb gradually the higher costs of their raw materials.

A very simple device is now largely used in France to remove hairs from hides. This work used to be done exclusively with knives, which are still being used, but to a diminishing extent. French tanners are willing to pay a premium of 5 to 8 per cent over regular market prices for skins prepared with this apparatus, which ensures absolutely perfect skins, unmarred by the slightest knife scratch or cut.

OFFER OF SERVICES

The principal of an import Paris firm of importers and exporters of hides and leather would be glad to receive offers from, or execute orders for, Canadian firms. He expresses surprise at the limited volume of direct trade between the two countries, and suggests that possibly part of the Canadian trade with France may be carried on via neighbouring countries. In his opinion, direct trade should prove mutually profitable.

RISE IN THE VALUE OF THE YEN

ACTING TRADE COMMISSIONER RICHARD GREW

Kobe, March 30, 1928.—Speculation in New York and Shanghai again sent the yen upward yesterday. Trading in the morning opened on a rising market, affected by New York advices, and stood at \$48 per 100 yen at noon. This represented a rise of four points over the Tuesday close. In the afternoon, however, reaction set in and the market closed at \$47 $\frac{7}{8}$. The selling quotation of \$48 for telegraphic transfers established yesterday was the highest mark since May 2 last year, during the three weeks moratorium which followed the April panic.

London bar silver for March 27 dropped $\frac{1}{8}$ d. to 26 $\frac{5}{16}$ d., reflecting continued operations for the rise of the yen on the part of Shanghai speculators.

Movements of yen and bar silver for the last several days have been as follows:—

	Yen-Dollar Selling T.T.	Bar Silver In Pence
March 20.. . . .	\$46 $\frac{13}{16}$	26 $\frac{1}{2}$
March 31.. . . .	56 $\frac{13}{16}$	26 $\frac{3}{4}$
March 22.. . . .	46 $\frac{13}{16}$	26 $\frac{3}{4}$
March 23.. . . .	47	26 $\frac{1}{2}$
March 24.. . . .	47	26 $\frac{3}{4}$
March 26.. . . .	47	26 $\frac{3}{4}$
March 27.. . . .	47 $\frac{1}{2}$	26 $\frac{7}{16}$
March 28.. . . .	48	26 $\frac{5}{16}$

Explanations for the sudden revival of the market are not lacking, although there is considerable difference of opinion.

SHANGHAI OVERBOUGHT

It is known, of course, that Shanghai is heavily overbought in yen, some experts placing the figure at 40,000,000 yen. It is somewhat harder to estimate the position of New York, but it has been active of late. Japanese newspapers report that a certain large American trust company is operating extensively in yen and assert the belief that there may be a sharp drop in the near future, on profit taking.

The improvement in the foreign trade of Japan which has been evident thus far this year is supposed to be one of the reasons for speculation in yen. The trade balance is larger and, at the same time, the excess of imports is being reduced compared either with 1927 or 1926.

Another factor which appears to be foremost in the minds of bankers here is the fact that the Tokyo Electric Light Company is negotiating for a large loan in the United States, possibly \$100,000,000. About half of this would be used for conversion of existing foreign obligations, but the remainder would be brought to this country for the settlement of certain domestic loans and new construction work. Until a day or so ago it was taken for granted that the Government would buy the gold obtained by this operation to replenish its specie holdings abroad, but it has now been announced that the Government has no such intention.

Still another influence bearing on the present situation may be Japanese investments abroad. These were made when the yen was at a far lower level than at present. Each rise of the yen has meant a loss for Japanese investors holding bonds in other currencies. The effect of sales of these bonds and transfers of the money back into yen has been to force the yen upward. To what extent Japanese banks and trust companies have been liquidating their foreign investments has not been ascertained.

GERMAN MARKING REGULATIONS FOR FOOD PRODUCTS

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, April 4, 1928.—Information with respect to the new German marking regulations for food products has been published in Nos. 1240, 1249, 1252, 1256 and 1262 of the *Commercial Intelligence Journal*. A German Government decree of March 28, 1928, has now been published in the *Reichsgesetzblatt* and this decree postpones the enforcement of the new regulations as applied to foreign food products until July 1 next, while in the case of sardines the enforcement of the regulations is postponed until January 1, 1929. Cabled advices with respect to this postponement were given in *Commercial Intelligence Journal* No. 1262 (April 7, 1928). The new decree also amends the regulations with respect to the marking of preserved fish. It would appear desirable to first give a translation of the new decree of March 28, 1928, and then for the convenience of Canadian exporters to summarize the important points to be observed in connection with the marking of non-perishable food products shipped to Germany after the regulations come into force on July 1 next.

DECREE OF MARCH 28, 1928

The German Government decree of March 28 regarding the amendment of the decree concerning the external marking of food products reads as follows:—

On the basis of section 5 No. 3 of the law concerning the Trade in Food Products and Necessities (Food Products Law) of July 5, 1927, it is decreed with the approval of the Reichsrat and agreement of the competent committee of the Reichstag as well as according to section 6 of the law of the enlarged Reich Council of Health:

The decree concerning the external marking of food products of September 29, 1927, is altered as follows:

1. Section 2 No. 2b assumes the following form:

On fish preserves, including marinated fish, the weight of the prepared fish or fish parts; in addition the date of filling by month and year, except for products preserved by heating; the requirement of giving the date of filling lapses, if on the package or container separated from the other particulars in a clearly visible position the non-effaceable inscription is given "Kühl aufbewahren, zum alsbaldigen Verbrauch bestimmt" (Keep in a cool place, intended for early consumption); on sardines (*clupea pilchardus*) preserved by heating in oil the mention of the number of filled fish suffices in place of the particulars of weight;

2. Section 5 paragraphs 2 and 3 assumes the following form:

For those goods not mentioned in section 1 of the decree concerning the external marking of goods of July 13, 1923, and for those food products imported from abroad, which previously have not been subject to the regulations concerning external marking, the decree comes into force on July 1, 1928; for sardines (*clupea pilchardus*) preserved by heating in oil the decree comes into force on January 1, 1929.

Food products, mentioned in section 1 of the decree concerning the external marking of goods of July 13, 1923, are up to June 30, 1928, to be regarded as sufficiently marked, if they conform to the existing marking regulations.

SUMMARY OF MARKING REGULATIONS

The new German marking regulations, which will apply to foreign preserved food products on July 1, 1928, next, except in the case of sardines preserved by heating in oil for which the regulations will only come into force on January 1, 1929, were set forth in the decree of September 29, 1927, a translation of which was given in the *Commercial Intelligence Journal* of November 5, 1927 (No. 1240). A correction to this translation appeared on page 324 of the *Commercial Intelligence Journal* of February 25 (No. 1256). The decree has been amended by the decree of March 28, 1928, of which a translation is given above.

Products Subject to Marking Regulations.—These are set forth in section or paragraph 1 of the decree of September 29, 1927, and for the convenience of Canadian exporters may be repeated as follows:—

- (1) Preserved meats or canned goods containing meat;
- (2) Preserved fish, including marinated fish;
- (3) Preserved crustaceans;
- (4) Preserved milk and cream;
- (5) Preserved vegetables;
- (6) Preserved fruits, including fruit pulp, fruit herbs, jam, fruit juice, fruit jelly and fruit syrup;
- (7) Honey and artificial honey;
- (8) Dietary foods;
- (9) Meat extracts and substitutes, soup cubes and substitutes, soups in dried form ready for cooking;
- (10) Crab and shrimp extracts;
- (11) Egg powder and substitutes;
- (12) Pudding powder and baking powder;
- (13) Spices and substitutes;
- (14) Chocolate and chocolate goods other than in packages under 25 gr. of chocolate and cocoa powder;
- (15) Marzipan and marzipan substitutes;
- (16) Coffee, tea, and substitutes;
- (17) Alimentary pastes;
- (18) Rusks, cakes, biscuits, and gingerbread.

Responsibility for Fulfilment.—Section 1 of the decree states that without the prescribed marking the above food products may not be exposed for sale in packages or containers, sold or otherwise put on the market. It is further provided that the required details must be affixed by the manufacturer or in case some one else in his name or under his firm puts the goods on the market, then this person is responsible.

The enforcement of the regulations is to rest with the police authorities in accordance with the provisions of the Food Products Law of July 5, 1927, and the Customs officials presumably will not be entrusted with enforcing the regulations. Goods improperly marked could be imported, but the importer would be liable to the penalties of the law as soon as they are exposed for sale in the German Customs territory.

Inquiry from the German Food Ministry has elicited the information that the regulations will not apply to goods lying in the Free Port of Hamburg.

Nature of Marking.—Section 2 of the decree specifies the details, which must be put on the packages or containers. It is most important to note that these details must be given in the German language and in a form easily recognizable by the purchaser.

There are no regulations as to indelible marking and the competent authorities have expressed the opinion that the marking can be done on a *durable*

label. There is nothing to prevent details being given in the English or other language, provided the required details are also given in the German language. It is further admitted that a small *durable* label giving the required particulars in the German language may be affixed over a regular and larger label in the English or other language.

Details Required.—The details in the German language, which must be affixed to the packages or containers are the following:—

(1) The name or the firm and the place where the chief business is carried on of the manufacturer of the food product; if the head office of the manufacturer is abroad, but the food product is manufactured in the interior, the name of the place where the goods were manufactured must also be given; if someone other than the manufacturer brings the food product in the package or container on to the market under his name or his firm, then the name of the latter is to be given instead of that of the manufacturer.

(2) The contents of the package or container must be given according to the usual trade designation in the German language.

Some difficulty has arisen with respect to the usual trade designation of such products as "corned beef" and "tomato catchup", concerning which it might be held that no equivalent designation exists in the German language. On this point the German Food Ministry have expressed the following opinion, subject to contrary decisions of the courts:—

According to section 2 of the regulations regarding the external marking of food products, dated September 29, 1927, the contents of goods, which are subject to the aforesaid regulations, must be given in the German language according to the usual trade designation. For the marking of goods of foreign origin the description in a foreign language will only suffice, so far as these stipulations are concerned, if these have been so introduced into the German colloquial language that they are not only recognized by trade circles, but also among consumers, and if the real technical translation in German, as for instance of "corned beef", would not literally describe the particular kind of goods. It must, however, be pointed out that such cases can only be looked upon as exceptions and that the inscription "catchup", for instance, according to our opinion, would not be sufficient to conform to these regulations.

A description in the German language cannot be substituted by pictures of the goods in the containers.

(3) The weight of the contents at the time of filling must be given according to German weights and measures, which means the metric system, e.g., kilogrammes, grammes, litres, metres, etc. (1 kilogramme or 1,000 grammes equals 2.2046 pounds), or the number of articles in the package can be given in certain cases. In connection with this provision the decree enumerates certain special regulations, the object of which is to provide that only the net weight of the edible parts shall be given in the case of certain products. These regulations state that for the products concerned the following particulars of weight shall be given:—

(a) On *meat* preserves or canned goods containing meat the weight of the boneless meat (including fat) or of the bacon; in the case of small ribs, prepared hog legs, and preserved poultry goods the weight of the bones may be included in the weight stated;

(b) On *fish* preserves, including marinated fish, the weight of the prepared fish or fish parts; in addition the date of filling by month or year except for products preserved by heating; the requirement of giving the date of filling lapses, if on the package or container separated from the other particulars in a clearly visible position the non-effaceable inscription is given "Kühl aufbewahren, zum alsbaldigen Verbrauch bestimmt" (Keep in a cool place, intended for early consumption); on sardines (*clupea pilchardus*) preserved by heating in oil the mention of the number of filled fish suffices in place of the particulars of weight;

(c) On *condensed milk*, the fat content and fatless milk dry substance in percentage of the weight, on *cream preserves* the fat content in percentage of the weight, on *milk powder* the date of manufacture, viz. month and year;

(d) On *vegetable* and *fruit* preserves (excepting fruit pulp, fruit herbs, jams, fruit juice, fruit jelly, fruit syrup), the weight of the vegetables or fruits without the added liquid, so far as a normal can (see below) is not used for the canning;

- (e) On *soups* ready for cooking in dried form, how many plates of soup can be made;
- (f) On *baking powder* the quantity of flour for the preparation of which the contents of the package will suffice, even after the storage period usually allowed for has expired;
- (g) On *egg powder*, how many eggs go to each 45 grammes of contents of package; on egg-yolk powder, how many egg yolks go to each 16 grammes of contents of package;
- (h) On *chocolate* and chocolate powder the quantity of cocoa contents in percentages of weight;
- (i) On *coffee* substitutes instead of the weight at the time of filling, the weight of the goods at the time they are put on the market.

In the case of (a), (b), (d), (e) and (f) no further details of weight are necessary than those specified in the above regulations, but in the case of (c), (g) and (h) the weight of the contents must be given in addition to the details specified above.

Definition of Standard Can.—Section 3 of the decree defines the standard can, which can be used for vegetables and fruit preserves and thereby obviate the giving of the weight of the contents as required under (d) above.

It is stated that a standard can is understood to be one which in an unclosed condition has a capacity in the case of vegetable preserves of 900 cb. cm. and in the case of fruit preserves of 850 cb. cm. In addition to the standard can the following fractions and multiples of a standard can are allowed to be used: one-eighth, one-quarter, one-half, one and a half, two, two and a half, and five standard cans. The cans must be marked as standard cans corresponding to the approved sizes. They must be filled in the usual trade manner and may not contain more liquid than is technically unavoidable.

Conclusion.—It will be seen from the above outline of the German marking regulations that Canadian exporters should take care that any of their goods affected by the regulations should not reach Germany so as to be exposed for sale after July 1, 1928, without having marked on the containers (1) their name and the place where their headquarters are located; (2) the usual German trade designation of the contents; and (3) the net weight of the edible parts of the contents according to the metric system and in compliance with the regulations set forth above. The following is a sample of the particulars which could be affixed to a can of pink salmon in compliance with the German marking regulations:—

400 Gramm

ROSA LACHS

John Smith and Company, Limited,
Vancouver, Kanada.

The above particulars can be on a *durable* label sufficiently large to be easily *recognizable* by the consumer.

GERMAN TARIFF CHANGES

Mr. L. D. Wilgress, Canadian Trade Commissioner in Hamburg, writes under date April 5 that two German laws, both dated March 30, 1928, have been published in the *Reichsgesetzblatt*. The one law reduces the duty-free quota for imports of frozen meat after May 1 next to 50,000 tons a year from the present quota of 120,000 tons a year. Frozen meat not imported under the quota is subject to a duty of R.M.45 per 700 kg. The Food Ministry is to determine in what manner the reduced quota for duty-free imports of frozen meat will be administered. The other law applies to exports of live hogs and hog products the system of duty-free import licenses in force for grain and certain other products. A translation of the two laws in question is on file at the Department of Trade and Commerce, Ottawa, and is available to Canadian firms.

SOUTH AFRICAN PLANT IMPORT REGULATIONS

ASSISTANT CANADIAN TRADE COMMISSIONER C. S. BISSETT

Cape Town, March 16, 1928.—A recent proclamation which will take effect on October 1, 1931, prohibits the import into South Africa of rooted stocks for budding or grafting purposes. This action has been taken under the authority granted to the Department of Agriculture by the Agricultural Pests Act of 1911.

The following is a summary of the regulations covering the importation of trees, plants, fruits and vegetables.

The introduction of plants from overseas has brought to the Union the most troublesome of the insect pests and diseases that afflict orchards and gardens. Many other pests are liable to be introduced in spite of inspection precautions, and in order to minimize these risks special restrictions have been imposed on the importation of plants. The object of requiring permits is to enable the Government to restrict the importation of plants as much as is possible without depriving the public of opportunity to obtain plants of kinds and varieties that are not procurable in South Africa. The severity of the restrictions applied with respect to any kind or class of plant is determined by the risks of importing new pests thought to be entailed in permitting its introduction. Permits will not be issued for plants or trees, ordinarily raised from seed, if the seed be easily obtainable in South Africa, or can be readily obtained in a viable condition; for any plant obtainable from the Forestry Department; for any plant from any district known to be infested with a dangerous disease or insect pest.

Heretofore certain rooted stocks, viz., almond, pear, plum and cherry stocks were permitted entry into the Union, but this new proclamation repeals this clause, and the above stocks will also be prohibited as from October 31, 1931.

The only plants which, at the present time, are absolutely prohibited from importation are those of the genera *Eucalyptus* and *Acacia* and all coniferous plants. Coniferous plants include pines, larches, hemlocks, spruces, firs, cedars and araucarias. Peach stones, fresh citrus fruits, fresh stone fruits, seeds and seed-heads of the genus *Arctium*, and fruit tree stocks, except the admissible kinds, are also prohibited. These admissible varieties as noted above will be prohibited entry after October 31, 1931.

Stone fruits include apricots, plums, peaches, nectarines, and cherries.

Grapes, apples, pears or quinces may be imported through any appointed port of entry, but may not be removed to parts of the Union into which their removal from other parts is prohibited.

The introduction of fruit, bulbs, tubers, vegetables and portions of plants which cannot be propagated is allowed without a permit. Dahlia and other tuberous roots are classed as tubers. A permit is necessary to introduce cotton seed, maize, barley, chestnuts, acorns, lucerne seed, unmanufactured cork and cotton, broomcorn and brooms and brushes made from Sorghum.

Permits for trees, roses and fruit-bearing plants, in addition to being limited with respect to the number of plants (ten of each type) are strictly limited to varieties not obtainable in South Africa except when it is shown that the strain is inferior or untrue to type. Trees excepted are the varieties of oak (*Quercus*) and plane (*Platanus*) which are absolutely prohibited.

Fruit-bearing plants include grapevines, blackberry, raspberry, currant, gooseberry and strawberry plants, banana and pineapple plants, passion-fruit plants, date palms, etc., and these are allowed entry on condition that they are cut back severely and submitted to the authorities for special inspection and special disinfection.

Permits to import shrubs and woody climbing plants are given on the same basis as that for trees, roses, etc., except that, as they are not so readily obtain-

able in the Union, permission to import is more easily obtained. Any number of ornamental palms and such florists' plants as violets, carnations, ferns, etc., may be imported on permit, where any of these is not debarred by the regulations.

Brown rot is the disease principally responsible for the prohibition of stone fruits and citrus canker for that on citrus fruits. Aretium is prohibited because it is considered to be a potential noxious weed, especially to the wool industry. Nests of the Brown Tail Moth, eggs of *Orgyia Antiqua*, various scale insects and other pests have been found on imported fruit-tree stocks. There was also the risk of importing new and unknown diseases which has led to the complete prohibition.

The import of potatoes is specially restricted and any package in which pathogenic bacterial disease is found will not be admitted. Detailed proof of origin and a certificate from a responsible official institution in the country of origin certifying to the freedom of the district of origin (within a radius of five miles) from the fungus malady black scab or warty disease, is required.

It is not usual to destroy plants because of a slight infestation by any pest already widespread in the Union. Usually these are admitted after careful disinfection. Fruit is rejected if it is much infested with Fruit Fly or Codling Moth or any other pulp-infesting insect and is fumigated if infested with any scale pests or fungus disease. This applies to Canadian apples, which is the only important item which affects Canadian exporters. The new regulation, however, does not change the previous regulations concerning this commodity.

MARKS OF ORIGIN ON TILES FOR THE UNITED STATES

United States Treasury Decision 42672, published April 5, 1928, requires that tiles (except roofing tiles) be marked so as to indicate the country of origin, under section 304 (a) of the Tariff Act of 1922. This marking requirement is to be effective ninety days from the date of its publication.

PATENTS AND TRADE MARKS OF COLOMBIA AND VENEZUELA

Mr. James Cormack, Canadian Trade Commissioner in Cuba, has supplied the Department of Trade and Commerce, Ottawa, with a specially prepared summary of the trade marks and patents laws of the Republics of Colombia and Venezuela, which is on file in the Department and is available for the use of Canadian firms.

CONSULAR REGULATIONS OF SALVADOR

Mr. Edward J. Leveson, Honorary Consul for El Salvador, Vancouver, B.C., has given the Department of Trade and Commerce the following information concerning the consular regulations of that country.

Six copies of the consular invoice are required. Forms for the purpose of preparing these documents are to be obtained from the Consulate at Vancouver. The forms are printed in Spanish with an English translation under the various headings, but are to be made out in the Spanish language. When viséd one copy is returned to the shipper and five are retained by the Consul. Of these five, four are for transmission to the Government departments and customs officer at the port of destination, and the other remains on file at the Consulate.

For all Canadian products being sent to Salvador irrespective of the port of shipment—that is to say, whether the port is in Canada or the United States—the consular invoice covering them should be viséd by the Consul for Salvador accredited to Canada, although there is at the present time only one such Consul.

The consular fees are 4 per cent, calculated according to the total value of the goods, including freight and insurance expenses, or, on the insurance value when this is more than 15 per cent over the cost of the goods and expenses. Invoices must be presented before the sailing of the steamer, otherwise the Consul has discretionary power to charge double fees.

The signature to be attached to the declaration should be previously filed in the Salvadorean Consul's office, together with letter of authorization from its concern.

All packages must bear serial numbers. No repeated numbers are allowed, excepting iron without packing, rough lumber, and machinery. Infraction of this regulation renders liability to treatment as contraband by El Salvador customs authorities.

A set of four bills of lading is also required under the regulations of Salvador, three of which are retained by the Consul.

The aforementioned consular requirements are obligatory and consuls have no legal authority to dispense with them. For violation of the requirements fines are imposed by the Salvadorean customs authorities.

MR. BLEAKNEY'S ITINERARY IN ONTARIO

Mr. A. S. Bleakney, Canadian Trade Commissioner to Brazil, is about to begin his visit to Ontario. The following are the dates of his itinerary:—

Brantford	April 30	London	May 9
Galt	May 1	Stratford	May 10
Kitchener	May 3	Oshawa	May 11
Guelph	May 4	Brockville	May 14
Border Cities	May 7	Gananoque and Kingston . . .	May 15
Sarnia	May 8	Ottawa	May 16

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, N.Z., for equipment required by the Public Works Department. These specifications are open for inspection at the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa. Tenders close July 10, 1928, and should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington, and the Secretary (Stores Division), General Post Office, Wellington, in accordance with these specifications.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING APRIL 23

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 23, 1928. Those for the week ending April 16, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending April 16, 1928	Week Ending April 23, 1928
Austria	Schilling	.1407	\$.1412	\$.1412
Belgium	Belga	.1390	.1396	.1397
Bulgaria	Lev	.1930	.0071	.0072
Czecho-Slovakia	Krone	.....	.0296	.0296
Denmark	Krone	.2680	.2682	.2682
Finland	Markka	.0252	.0251	.0252
France	Franc	.1930	.0393	.0394
Germany	Reichsmark	.2382	.2391	.2391
Great Britain	£	4.86½	4.8814	4.8740
Greece	Drachma	.1930	.0132	.0132
Holland	Florin	.4020	.4031	.4032
Hungary	Pengo	.1749	.1749	.1750
Italy	Lira	.0526	.0527	.0528
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2684	.2675
Portugal	Escudo	1.0805	.0434	.0435
Roumania	Leu	.1930	.0063	.0063
Spain	Peseta	.1930	.1682	.1677
Sweden	Krona	.2680	.2684	.2686
Switzerland	Franc	.1930	.1926	.1926
United States	\$	1.0000	.9996	1.0003
Argentine Rep.	Peso (Paper)	.4244	.4278	.4280
Brazil	Milreis	.5462	.1205	.1206
Chile	Peso	.1217	.1224	.1225
Colombia	Peso	.9733	.9776	.9780
Mexico . . . . .	\$	.4985	.4875	.4880
Peru	Libra	4.8665	3.9787	3.9800
Venezuela	Bolivar	.1930	.1929	.1930
Uruguay	Peso	1.0342	1.0334	1.0362
Cuba	Peso	1.6000	1.0000	1.0009
Batavia, Java	Guilder	.4020	.4024	.4030
China	Tael	.....	.6343	.6362
India	Rupee	.3650	.3675	.3675
Japan	Yen	.4985	.4778	.4775
Siam	Tical	.3709	.4573	.4576
Singapore, Str. Settlements . . .	\$	.5678	.5675	.5650
Jamaica	£	4.86½	4.8800	4.8800
Barbados	\$	} 1.0000	1.01½—1.02½	1.01½—1.02½
British Guiana	\$			
Trinidad	\$			
Other British West Indies . . .	\$			
Guadeloupe	Franc	1.0000	1.00 —1.02½	1.00 —1.02½
Martinique	Franc	.1930	.0393	.0394
		.1930	.0393	.0394

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," or THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHEERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

358. FROZEN SALMON.—A Liverpool importer is open to purchase from Canadian shippers of Atlantic salmon in a position to quote direct. Prices desired per pound c.i.f. Liverpool.

359. FLOUR.—A firm in Czechoslovakia are desirous of getting in touch with Canadian exporters of flour.

360. FLOUR.—A North of England firm of West African traders maintaining their own branches in West Africa are open to receive, as buyers, direct offers from Canadian mills.

Miscellaneous

361. KRAFT PAPER.—A firm of commission agents in Havana desire to sell Canadian kraft paper for account of shippers.

362. KRAFT WRAPPING PAPER.—Argentine office supply house, one of several branches of English firm, wishes to receive samples and c.i.f. prices on kraft wrapping paper.

363. NEWSPRINT.—A firm of commission agents in Havana desire to sell Canadian white newsprint paper for account of shippers.

364. SULPHITE PAPER.—A firm of commission agents in Havana desire to sell Canadian ribbed sulphite paper for account of shippers.

365. PAPER.—A firm of commission agents in Havana desire to sell Canadian grease-proof paper for account of shippers.

366. SAWN MAPLE WOOD.—Italian firm wish to communicate with Canadian exporters of maple wood (sawn) for bicycle wheels of the following dimensions: 86.61 inches by 15.75 inches by 3.23 inches.

367. FURS (RAW SKINS).—A New Zealand firm of importers desire to get in touch with an exporting house with a view to securing supplies of red and cross fox furs (raw skins) and muskrat skins.

368. ALUMINIUM FOIL.—A firm of commission agents in Havana desire to sell Canadian aluminium foil for account of shippers.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To ANTWERP.—Montnairn, Canadian Pacific, May 5.

To SOUTHAMPTON.—Montnairn, May 5; Empress of Scotland, May 9—both Canadian Pacific.

To HAMBURG.—Empress of Scotland, Canadian Pacific, May 9.

From Montreal

To ANTWERP.—Canadian Ranger, May 5; Canadian Mariner, May 15; Canadian Traveller, May 25—all Canadian National SS.; Beaverbrae, May 11; Metagama, May 16; Beaverford, May 25—all Canadian Pacific.

To AVONMOUTH.—Concordia, May 5; Salacia, May 19; Carmia, May 25—all Anchor-Donaldson; Nessian, May 12; Nubian, May 26—both White Star Line; Bothwell, May 10; Bolingbroke, May 24—both Canadian Pacific.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, May 15; Lord Downshire, May 30—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Aviator, May 4; Canadian Rancher, May 18—both Canadian National SS.

To DUNDEE.—Cairnmona, Thomson Line, May 25.

To GLASGOW.—Letitia, May 4; Carrientes, May 11; Athenia, May 18—all Anchor-Donaldson; Bothwell, May 10; Minnedosa, May 17—both Canadian Pacific.

To HULL.—Bay State, May 3; Ariano, May 19—both Furness Line.

To LIVERPOOL.—Regina, May 5; Laurentic, May 12; Doric, May 19; Calgaric, May 26—all White Star Line; Montrose, May 4; Montcalm, May 11; Minnedosa, May 17; Montclare, May 25—all Canadian Pacific; Andania, May 11; Antonia, May 25—both Cunard Line.

To LONDON.—Canadian Ranger, May 5; Canadian Mariner, May 15; Canadian Traveller, May 25—all Canadian National SS.; Megantic, May 3; Albertic, May 17—both White Star Line; Beaverdale, May 4; Beaverbrae, May 11; Beaverhill, May 18; Marloch, May 19; Beaverford, May 25—all Canadian Pacific; Ascania, May 4; Alaunia, May 11; Ausonia, May 18—all Cunard Line; Bay State, May 3; Ariano, May 19—both Furness Line.

To MANCHESTER.—Manchester Regiment, May 3; a steamer, May 10, May 17, May 24—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnglen, May 4; Cairnross, May 11; Cairnesk, May 18; Cairnmona, May 25—all Thomson Line.

To SOUTHAMPTON.—Megantic, May 3; Albertic, May 17—both White Star Line; Metagama, Canadian Pacific, May 16.

To BORDEAUX AND HAVRE.—Laval County, May 5; Queen's County, May 24—both County Line.

To BREMEN.—Cairndhu, May 5; Scatwell, May 19—both Thomson Line; Lahn, May 12; Augsburg, May 26—both North German Lloyd.

To COPENHAGEN AND BALTIC PORTS.—Kentucky, May 12; Florida, May 22; Arkansas, May 30—all Scandinavian-American Line.

To HAMBURG.—Beaverhill, Canadian Pacific, May 18; Brant County, May 2; Hagen, May 11; Hada County, May 18; Tananger, May 29—all County Line; Cairndhu, May 5; Seatwell, May 19—both Thomson Line; Lahn, May 12; Augsburg, May 26—both North German Lloyd.

To ITALIAN PORTS.—Valfiorita, Lloyd Mediterraneo Italian Service, May 16.

To NORWEGIAN PORTS.—Idefjord, Norwegian-American Line, May 25.

To ROTTERDAM.—Grey County, May 10; Augvold, May 20—both County Line.

To AUSTRALIAN PORTS.—Canadian Leader, Canadian National SS., May 19.

To NEW ZEALAND PORTS.—A steamer, New Zealand SS., May 16; Canadian Highlander (calls at Timaru), Canadian National SS., May 25.

To SOUTH AND WEST AFRICAN PORTS.—Cariboo, Elder Dempster Line, May 15.

To SOUTH AMERICAN PORTS.—Segundo, Can.-South American Line, May 26; a steamer, Canadian National SS., May 15.

To ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Runner, May 10; Canadian Squatter, May 24—both Canadian National SS.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Canadian National SS., May 2.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Adour, May 5; Hedrum, May 18—both Ocean Dominion.

To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National SS., May 10, May 26.

To CORNERBROOK.—Nayarit, May 7, May 21; New Northland, May 16, May 30—both Clarke SS.

From St. John

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Invernia, Ocean Dominion, May 4; Canadian Pathfinder, May 5; Canadian Volunteer, May 19—both Canadian National SS.

From Halifax

To LIVERPOOL.—Newfoundland, May 5; Nova Scotia, May 23—both Furness, Withy.

To ST. JOHN'S, Nfld.—Newfoundland, May 5; Nova Scotia, May 23—both Furness, Withy; Nerissa, May 8, May 22; Rosiland, May 1, May 15—both Red Cross Line; Farnorth, May 5, May 19; Sambro, May 12—both Farquhar SS.

To SOUTH AND WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., May 5, 19.

To ST. PIERRE-MIQUELON.—Farnorth, May 5, 19; Sambro, May 12—both Farquhar SS.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier May 4; Canadian Pathfinder, May 18—both Canadian National SS.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, May 16; Andalusia, May 2—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Canadian Pacific, May 17.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Arabia Maru, Osaka Shosen Kaisha, May 14.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Tyndareus, Blue Funnel, May 15.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, May 2.

To AUCKLAND, WELLINGTON, LITTLETON AND DUNEDIN.—West Togos, American-Australian-Orient Line, May 13.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Navigazione Libera Triestina, May 9.

To HAMBURG, ANTWERP AND BREMEN.—L. A. Christensen, Hamburg-American Line, May 16.

To LIVERPOOL, LONDON AND ROTTERDAM.—Kinderdyk, May 15; Loch Gail, May 30—both North Pacific Coast Line.

To LONDON, HAMBURG, ROTTERDAM, ANTWERP.—Sambre, N. Pacific Coast Line, May 12.

To MANCHESTER.—Manchester Enterprise, May 7; London Merchant, May 27—both Furness (Pacific) Ltd.

To SOUTH AMERICAN PORTS.—Leikanger, Westfal-Larsen Line, May 12.

To KINGSTON (JAMAICA), PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS).—A steamer, Canadian Transport Co., late May.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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TRADE COMMISSIONERS ON TOUR IN ONTARIO

Mr. L. M. Cosgrave, Canadian Trade Commissioner to China, who is undertaking a tour of the Dominion in the interests of Canadian trade with that country, is now in Ontario. The following are the dates of his itinerary:—

Toronto	April 30 to May 12	Brantford.. . . .	May 21
Windsor.. . . .	May 14	Galt	May 22
Sarnia	May 15	Kitchener	May 23
London.. . . .	May 16 to May 17	Guelph.. . . .	May 25 to May 28
Woodstock	May 18	Hamilton	May 29 to May 31

Mr. A. S. Bleakney, Canadian Trade Commissioner to Brazil, is now about to conclude his tour in Ontario. The following are the later dates of his itinerary:—

London	May 9	Brockville	May 14
Stratford	May 10	Gananoque and Kingston	May 15
Oshawa.. . . .	May 11	Ottawa	May 16

Canadian firms desirous of interviewing the Trade Commissioners are requested to write, in the case of Toronto, to the Secretary of the Canadian Manufacturers' Association, and in that of other cities listed above, to the Secretary of the Board of Trade or Chamber of Commerce.

MR. WILDE'S TOUR OF CENTRAL AMERICA

Mr. C. Noel Wilde, Canadian Trade Commissioner to Mexico, left Mexico City on April 24 for Tampico, on the first part of his tour which will take him through all the Central American countries, namely, Guatemala, El Salvador, Costa Rica, Panama, British Honduras, Spanish Honduras, and Nicaragua. The Trade Commissioner expects to spend about three days in Tampico, then to travel to Vera Cruz and to Guatemala by the all-rail route, arriving there some time during the first week in May. He expects to reach El Salvador about the middle of May, and Panama about the end of May. Canadian exporters who are interested in the territories Mr. Wilde is about to visit might write to him prior to May 15 at the Hotel Washington, Colon, Panama Zone. Subsequent to that date communications should be addressed care of the Canadian Government Trade Commissioner, Apartado 1945, Havana, Cuba.

SITUATION IN THE GERMAN FISH MEAL MARKET

TRADE COMMISSIONER L. D. WILGROSS

[NOTE.—1 reichsmark = \$0.238; in metric ton = 1,000 kg. (2,204 pounds).]

Hamburg, April 19, 1928.—Germany has provided the chief outlet for the fish meal exported from Canada. Last year around \$700,000 worth of Canadian fish meal was shipped to this market. It is important therefore to examine the principal factors underlying the present depression in the German fish meal market, so that Canadian exporters may be able to estimate to some extent the future prospects for the sale of fish meal to Germany.

With this end in view the leading Hamburg importers of fish meal have been interviewed and an endeavour will be made in this report to summarize their opinions. Particular attention has been paid to the prospects for the disposal in this market of next season's output of British Columbia pilehard meal, which was imported into Germany in large quantities for the first time last season.

CAUSES OF PRESENT DEPRESSION

The German fish meal market has been depressed since the beginning of the year and there has been a fall in prices from the high level ruling during the latter part of last year. The chief reasons for the present depression are the over-buying during last year and the low prices for pigs. Throughout the past year a speculative sentiment ruled in the fish meal trade. A shortage of supplies was anticipated, combined with increasing consumption in Germany. Larger quantities were contracted for at advanced prices. The total imports of fish meal into Germany in 1927 amounted to 113,502 metric tons as compared with 81,963 tons in 1926 and 45,728 tons in 1925.

The larger quantities of fish meal imported last year were justified to a considerable extent by the marked increase in hog breeding. The live stock census on December 1, 1927, gave the number of hogs in Germany at 22,880,318, which was greater than the 1913 figure and compares with 19,423,552 hogs on December 1, 1926, and 16,199,573 hogs on December 1, 1925. In addition to fish meal, there were greatly increased importations of other feeding stuffs used for pig feeding, such as barley and corn. The following table compares the imports of feeding barley and corn in the last three years:—

Year	German Imports	
	of Feeding Barley Metric Tons	of Corn Metric Tons
1925.	795,000	549,960
1926	1,498,426	704,035
1927	1,732,980	2,104,738

COURSE OF HOG PRICES

The great increase in hog raising has had a disturbing effect on the course of hog prices in Germany as elsewhere. In June, 1925, a rise in hog prices took place. In the first half of that year the average top prices for hogs at the Berlin markets ranged around 70 reichsmarks per 50 kg. (110 pounds) live weight, but in the last quarter of 1925 the average price was 94 reichsmarks. In January, 1926, there was a fall from the high prices ruling in the previous year, but throughout that year hog prices remained fairly stable and the yearly average price was 82 reichsmarks. A steady decline set in during the first part of 1927 until at the beginning of May prices ranged around 57 reichsmarks. A recovery then took place, and in September the highest price for the year was reached at around 80 reichsmarks. A decline in hog prices followed when over-production became manifested and the year closed with prices at around 64 reichsmarks. Since the beginning of the current year the fall in hog prices has continued until at present top prices range around 51 reichsmarks.

LACK OF BUYING POWER

The fall in hog prices has been accompanied by a rise in the prices of barley and corn, the two principal feeding stuffs used for pigs. It is generally assumed that when hog prices fall below 60 reichsmarks, hog raising becomes no longer profitable. It can be readily understood therefore that at the present range of prices there is little inducement for German hog raisers to actively breed pigs, and it is for pig feeding that the great bulk of the fish meal imported into Germany is used.

In addition to the low prices for hogs, the German farmers are none too prosperous. The quality of last year's grain crops was very poor and a larger proportion of the yield than usual has had to be used for animal feeding. The farmers are heavily burdened with debts and the high interest rates which they have to pay, 10 to 12 per cent being required for a first mortgage. Furthermore, taxes have greatly increased and real estate taxes are said to be about ten times as high as before the war. The Government have had to adopt emergency measures for the assistance of agriculture and the live stock industry. Besides financial assistance, the measures adopted include the application to hogs and hog products of the export bounty system in force for grain and certain other products.

PRESENT POSITION OF THE MARKET

It is to the lack of purchasing power among the farmers that the present depression in the German fish meal market must be chiefly attributed. Any marked improvement in the demand for fish meal must be dependent upon a rise in hog prices above the ruling low level. Owing to the heavy importations of last year, the stocks of fish meal in the hands of importers and dealers are considerable. It has been stated that 15,000 tons of fish meal are in the hands of Hamburg importers, but it is advisable to accept such estimates with reserve.

During the first half of March there was a better demand for Norwegian cod meal at reduced values with a corresponding slight improvement in price and a reduction in stocks. On the other hand, the position for white fish meal is still unsatisfactory and stocks are increasing. There is practically no demand for Norwegian fresh herring meal or Pacific Coast pilchard meal.

Most of the pilchard meal from the Pacific Coast arrived after the market had become weak, so that the stocks of this meal are still fairly considerable. There is a difference of opinion among importers as to the quantities of pilchard meal held in store in Hamburg. One importer had some 1,500 tons in store

three months ago, but this has since been reduced to about 1,000 tons. It is doubtful if the stocks of other importers exceed 800 tons, so that the total stocks of pilchard meal in Hamburg are probably now under 2,000 tons. This quantity, however, is too high in the interest of future business, considering that buyers ought to be relieved of their material at the end of the season, when contracts for the new production are solicited.

The following table shows the present approximate range of prices, c.i.f. Hamburg, paid by importers, dependent upon quality and reputation of shipper:—

Norwegian cod meal	£18 to £19 per 1,000 kg. (2,204 lbs.)
Scotch white fish meal	£17 to £17 10s. per long ton (2,240 lbs.)
English white fish meal	£17 to £17 10s. per long ton.
North American white fish meal	£17 10s. per long ton
Norwegian north coast herring meal	£15 per 1,000 kg.
Norwegian west coast herring meal	£14 to £15 per 1,000 kg.
North Pacific coast pilchard meal	£14 to £15 per long ton.

FUTURE PROSPECTS

Hamburg importers are generally of the opinion that there is no prospect for any improvement in the fish meal market during the next three or four months. Usually in August and September the seasonal increase in demand leads to a rise in hog prices. Accordingly it is reasonable to expect a more active trade in fish meal next autumn, but the situation is so very obscure that importers hesitate to forecast the future trend of the market. There is little inclination for importers to contract ahead. Offers to contract for small lots to arrive in the last three months of the year, when the demand for fish meal is usually most active, have been made, but except for the best qualities of meal there is no general placing of contracts for future shipment. Business is practically at a standstill and the general disposition is for the importers to wait and see how the market develops.

OUTLOOK FOR CANADIAN FISH MEAL

White fish meal from the Canadian Atlantic coast has been well introduced to the German market and its uniform good quality should always ensure the sale of this meal at prices equivalent to those realized for good Scotch and English fish meal. The prospects for the sale to Germany of sardine meal from the Canadian Atlantic coast are not so bright, as satisfactory prices can only be obtained for such meal if of uniform good quality. The outlook with respect to British Columbia pilchard meal is much more difficult to estimate, and the opinions of importers differ as to the possibilities of disposing of this meal on the German market during the coming season.

The situation is still very obscure, but so far as it is now possible to judge the quantities of pilchard meal which will be sold to Germany during the next season and the level of prices will depend upon (1) the strength of the demand on the German market; (2) the North American demand; (3) the supplies of herring meal available from Norway; and particularly upon (4) the quality of the meal produced by the British Columbia factories. The first factor as shown in this report largely depends in turn upon the course of hog prices in Germany. With regard to the second factor, it is possible that the increasing use of fish meal in North America may enable British Columbia firms to secure better prices in the United States in spite of the duty handicap than they can obtain in Germany. If this should be the case, only small quantities of pilchard meal would be shipped to the German market from British Columbia.

At present British Columbia exporters have a much higher idea of price than the Hamburg importers are willing to concede. Offers of pilchard meal have been reported in the last few days at £16 10s. and £16 3s. per long ton

c.i.f. Hamburg, but such prices are quite out of line with the present tone of the market and with competitive offers of Norwegian herring meal. Importers generally are of the opinion that to secure any fair volume of orders the British Columbia exporters would have to offer around £15. A leading fish meal broker thought that the market might be tested at £15 10s. The leading firm of fish meal importers gave about £15 c.i.f. Hamburg as their idea of prices for forward position.

It is important to understand that the above represent only the ideas of importers as to the prices at which speculative contracts for future delivery might be concluded. The prices at which any large volume of business in pilchard meal can be transacted must await the further development of the market, as for the present only limited buying on German account can be expected.

REPUTATION OF PILCHARD MEAL

British Columbia pilchard meal was introduced to the German market last year as a substitute for Norwegian herring meal. The price at which the latter is offered therefore will always affect the prices which British Columbia exporters can obtain from German buyers. Hamburg firms admit that they can pay as much for pilchard meal as for Norwegian herring meal, but declare that they could not pay more.

There is a divergence of opinion regarding the quality of the pilchard meal received in this market last season. During the period from October to February a total of 165,830 sacks of fish meal arrived at Hamburg from British Columbia ports. Some shipments turned out satisfactorily, but others were said to be too dark in colour and to have a bad smell. It has also been complained by some importers that the meal very seldom ran uniform. The low digestibility of the protein content of the pilchard meal has been mentioned, although the usual tendency is not to stress this factor, which serves to complicate the business. The average run of digestibility of the pilchard meal received last season is said to have been from 55 to 75 per cent and in some cases its percentage was below 40, whereas the digestibility of Norwegian herring meal averages between 85 and 90 per cent.

The chief demands made by the Hamburg importers are that the pilchard meal should be lighter and more uniform in colour and above all that the digestibility of the protein should be higher. Some importers are inclined to attribute the lack of uniformity and the low digestibility of pilchard meal to the system of drying by direct heat. This system is quite satisfactory for fish meal used for fertilizer purposes, but in the case of fish meal for animal feeding the direct heat is apt to destroy part of the digestibility of the protein and unless the heat can be kept at an even temperature it is difficult to obtain a product uniform in quality. It is urged that some means should be found of making the heat control automatic, which would result in a more uniform product.

Another difficulty in connection with pilchard meal is the long ocean voyage of six to eight weeks necessary to bring the product to Germany. The meal is apt to heat in the hold if not very dry when shipped, and particularly when the bags are piled too high. Unfortunately a large proportion of the shipments received last season arrived in a damaged condition. One importer estimated the proportion of such damaged meal at between 15 to 20 per cent of the total number of bags received. The damage was greater in the case of some steamers than of others, being most marked in the case of a certain tramp steamer. The damage was chiefly attributed to faulty stowage on board the steamer. In many instances it was sweat damage, but in other cases the damage was due to the heating of the meal when the bags were piled too high and the meal may have been slightly damp when shipped. Importers urge that greater care should

be taken in stowage to prevent sweat damage, that the bags should not be piled too high in the hold, and that the meal when shipped should be thoroughly dry.

The complaints regarding the quality of certain lots of pilchard meal received last season have done harm to the reputation of the product in this market. These complaints may be due to the shipment of inferior meal or to damage sustained on the steamer. Certain importers have no complaints to offer regarding the lots which they received in good condition. It is difficult to estimate what effect the above complaints will have on the future business in pilchard meal. Very little pilchard meal is sold as such to the farmers, the bulk being used for mixing with other meals. The low fat and salt contents of pilchard meal are favourable for mixing purposes. The present position is that some dealers declare that they do not want any more pilchard meal, while others regard the meal as particularly valuable for their purposes. Everything would appear to depend upon the price at which British Columbia exporters can sell and the quality of next season's output offered to this market.

FUTURE CONDITIONS OF THE TRADE

It is doubtful if British Columbia exporters in future will find as wide a market in Germany as they experienced last season when the demand was active. During the last few years a number of firms have entered the fish meal business in Germany. Many of these are small firms without great financial resources. The bulk of the import trade is in the hands of four or five well-established firms with adequate means. It is difficult for the smaller importers to handle pilchard meal on account of the length of the voyage from the Pacific Coast. One of the chief risks of the business is the incurring of heavy storage expenses through a slow turnover. For this reason there is less risk in handling fish meal from European countries, which can be shipped to Germany in a few days.

The three largest Hamburg importers do not purchase to any large extent through brokers, but prefer to place contracts for future delivery direct with exporters. The other importers, including two firms who have dealt very largely in pilchard meal, purchase mostly through Hamburg brokers.

British Columbia exporters can expect further efforts on the part of German importers to secure more favourable terms. There is a desire to pay cash against documents on arrival of steamer in the river Elbe instead of the present sight draft with documents. These terms are requested in order to avoid the expense of money being tied up during the long period the steamer takes to reach Hamburg after the documents are received. No right to inspect the goods before payment is solicited. A large importer, who so far has not handled pilchard meal, stated that he would be prepared to handle the meal on such terms when prices were favourable, but would not wish to pay before the steamer reached the river Elbe.

FISH MEAL ARRIVALS IN MARCH

It is desirable to append the customary monthly figures of arrivals of fish meal according to the shipping statistics of the Port of Hamburg.

During the month of March a total of approximately 3,573½ metric tons of fish meal arrived at Hamburg from Norwegian ports and Iceland as compared with 2,202½ metric tons in February. There arrived from British ports during March 890 long tons of fish meal as against 453½ long tons in February. The arrivals from United States Atlantic ports last month were 385 long tons, all of which was shipped from Boston. This compares with 271½ long tons from Boston in the previous month.

From West St. John, N.B., a total of 175 long tons arrived at Hamburg in March as against 105 long tons from Canadian Atlantic ports in February. From the North Pacific coast 100 tons of fish meal arrived during March, while 3,761 sacks also arrived from San Francisco.

Other arrivals of fish meal at Hamburg in March included 2,000 sacks from Spain and Portugal, 1,200 sacks from West Africa, and a small consignment from Denmark. In addition, there arrived 10,426 sacks of fish guano, of which 10,110 sacks came from India, 200 sacks from Norway, and 112 sacks from Great Britain.

TRADE CONDITIONS IN THE UNITED KINGDOM

TRADE COMMISSIONER HARRISON WATSON

London, April 20, 1927.—The termination of the first quarter of the year presents a favourable opportunity for taking stock of the conditions of trade and industry, and ascertaining to what extent actual results bear out the general anticipation that 1928 will show an all-round improvement.

It is therefore satisfactory to be able to report that such signs and facts as are available tend to confirm the prediction that there has been some definite improvement during the past three months.

As not infrequently happens, the official statistics of overseas trade which have just been issued seem to reflect the conditions which are also associated with the domestic trade of the country.

Although there is inactivity, and in some cases depression, in connection with certain branches of industry and trade, marked improvement is visible in other directions, and more especially in connection with some of the newer industries.

Incidentally, the opinion is spreading, and the view is also taken by the Committee of Investigation to whose report reference is made hereafter, that this condition of affairs is likely to remain permanent.

Post-war changes in many countries, notably in fiscal directions, have so materially affected the present condition and future prospects of some of the representative industries of Great Britain that no permanent restoration to the prosperity of former times seems probable, more especially as regards export trade, in view of the almost revolutionary methods which would have to be adopted in order to meet the changed circumstances.

The outlook is consequently very much brighter for some of the newly started industries which are in many cases sheltered to some extent by import duties and other circumstances, and are thus less exposed to the strong foreign competition which is already apparent in the iron and steel industry and is being adversely felt in the textile and other staple British industries.

A specially hopeful sign is the steady decrease since the commencement of the year in the number of unemployed.

The actual returns of foreign trade for the March quarter, contrasted with those of 1927 are as follows:

	Three Months ended March, 1928	Three Months ended March, 1927	+ Increase — Decrease
Imports	£309,747,965	£320,935,263	— £11,187,298
Exports (British) . . .	181,937,004	170,473,394	+ 11,463,610
Re-exports	33,238,853	31,439,304	+ 1,799,549
Total	£524,923,822	£522,847,961	+ £2,075,861

Although the first quarter of 1927 affords a rather unfavourable period for purposes of comparison, in so far that conditions during that period were dislocated by the aftermath of the general strike, it is certainly encouraging to

find that the exports of British goods show an increase of no less than £11,463,610, and it is still more satisfactory to note that almost the whole of this advance relates to fully manufactured articles, which during the quarter totalled £147,179,240. Indeed a study of the details presents the somewhat anomalous position that the increase in the value of fully manufactured goods was £12,850,173, which is actually in excess of the total gain in British exports.

This situation is almost entirely due to the heavy reduction in the export of coal during the March quarter, which is responsible for the falling-off of over £2,000,000 under the "Raw Materials" section.

The result is not quite so satisfactory when compared with the first three months of 1926 in so far that exports of manufactured goods aggregated £152,683,117. The difference, however, is to some extent covered by the fall in prices which has since taken place.

IMPORTS FROM CANADA

The issue of the three months' figures also affords an opportunity of ascertaining the volume of imports of certain staple lines from Canada during the period.

It is found that whereas the total receipts of *wheat* from all sources increased in comparison with 1927 from 25,816,188 cwts. to 26,465,424 cwts., Canada's contribution rose from 7,260,103 cwts. to 8,333,711 cwts.

Upon the other hand, *barley* shipments from Canada were the smallest for some years past, only aggregating 78,117 cwts., as against 331,977 cwts.

Oats advanced from 51,904 cwts. to 176,886 cwts., but the latter quantity is below the average importation from the Dominion.

The past months have been a difficult time for Canadian *flour*. It is therefore satisfactory to observe that Canadian millers are holding their place in this market. The imports of flour for the quarter fell away from 2,794,098 cwts. in the first quarter of 1927 to 2,312,023 cwts. in 1928, but receipts from Canada only fell back from 1,484,639 to 1,244,495, and the quantity showed an advance of nearly 200,000 cwts. in comparison with the same period in 1926.

The imported *bacon* trade appears to be concentrating more and more into the hands of Denmark; while at the same time the sales of Canadian bacon decreased in a still greater ratio. During the March quarter, the total imports of bacon (2,272,666 cwts.) were 39,000 cwts. in excess of last year. Of this amount Denmark contributed 1,460,654 cwts., in contrast with 1,176,464 cwts. in 1927 and 873,960 cwts. in 1926. Canadian supplies, upon the other hand, which totalled 119,532 cwts. in the first three months of 1927 (less than half the quantity supplied in 1926) have further decreased to 77,035 cwts.

The arrivals of Canadian *hams*, upon the other hand, rose from 20,586 cwts. to 30,087 cwts.

While the early part of the year is almost a close season for Canadian *cheese*, the three months witnessed a heavy and unusual decline. In 1927, receipts of Canadians were 75,078 cwts., but this year they fell to 16,997 cwts., while New Zealand's share went up from 579,509 cwts. to 665,708 cwts.

Conditions in the European sugar market have been unfavourable to Canada, and with the result that with the United Kingdom transactions practically ceased during the first quarter of the year. Imports of Canadian *refined sugar* amounted to only 5,027 cwts., in comparison with 366,855 cwts. last year.

The returns available include few items except food products which Canada contributes.

Receipts of Canadian *lumber* of various kinds are about equal to the average.

Such meagre details as are published regarding *wood pulp* of various kinds exhibit a considerable falling-off in Canadian contributions of mechanical pulp.

Imports of Canadian *newsprint* are not only considerable, but mark an important increase over previous years. These amounted during the quarter to 137,695 cwts. as compared with 88,704 cwts. in 1927 and 26,739 cwts. in 1926—figures which appear to indicate that Canadian manufacturers are taking more interest in this market.

Consignments of Canadian *wrapping paper* show little change from a year ago.

• INDUSTRIAL COSTS

In the course of these reports, the existing high cost of production in certain British factories has, upon more than one occasion, been suggested as an outstanding obstacle in the attempts which are being made to restore British export trade to its pre-war level.

It is interesting to find definite confirmation of this view in the fourth interim report just issued by the Departmental Committee appointed in 1924 by the British Government to inquire into the conditions and prospects of British industry and commerce. This body, which is generally known as the "Balfour Committee," has supplemented three comprehensive and valuable earlier reports by the publication of "Further Factors in Commercial and Industrial Efficiency."

The report, like its predecessors, covers a variety of features. A special section has been devoted to a study of the available statistics of costs of both production and distribution, and the Committee call special attention to the position that while the change in the wages cost per unit of production between 1913 and 1925 exhibited an average increase of about 90 per cent, an examination of some fifty of the great groups of trade shows that the increase in the labour cost per unit of production has been greater than the rise in rates of money wages for a full week's work.

In this connection, while the average direct wage costs have increased 75 to 80 per cent, the advance in rates of wages does not exceed 60 to 70 per cent. The committee attributes this position largely to the reduction in the working week, which, speaking generally, has not been fully offset by increased productivity per hour.

In elaboration of this subject, the committee points out that previous to its appointment no general statistics of costs of production were available in this country. For this reason the committee specially compiled figures covering fifty groups of representative undertakings. From these it appeared that the average rise in industrial costs in the great exporting trades between 1913 and 1925 ranged from 80 to 90 per cent.

Taking a basis of 100 for 1913, it was found that in the year 1925 there was a very wide spread, varying from about 120 in the case of heavy oil engines to 275 in the spinning of Egyptian cotton.

A wide difference is also shown in the relative value of labour and materials entering into the production of a particular article. On the average it was found that wages represent between 30 and 40 per cent of the total costs. In mining, however, the proportion is as high as 70.7 per cent, and in pig iron as low as 10 per cent.

These considerations make it extremely difficult to draw conclusions which will apply to all branches of industry.

CANADIAN PUBLICITY SCHEME

As the present week is witnessing the actual launching of the Canadian Government publicity and propaganda campaign in the United Kingdom, it is apposite to produce evidence that the general campaign which is being conducted in this country in favour of preference for Empire goods is meeting with success.

Important confirmation of this statement is provided by a speech made at the recent annual meeting of Messrs. Joseph Travers & Sons Limited, probably the leading firm of wholesale grocers in the United Kingdom. The chairman stated that "the increase in the demand for Empire products grows steadily and strongly" and he followed this up by saying that the company has always been a pioneer in the movement, and intends to take all possible steps to develop the use of Empire products in replacement of goods which formerly reached this country from foreign sources.

Our own information, secured from important departmental stores and retailers, shows that the campaign is securing strong support from influential bodies, and a constant increase in adherents.

NAVY, ARMY AND AIR FORCE INSTITUTE SUPPLIES

The Director of the Navy, Army, and Air Force Institutes points out that the institutes have been purchasing Canadian products in increasing quantities. These supplies are for canteens of the various bases of the Royal Navy, Army, and Air Force throughout the world and include such commodities as canned goods of fruits, meats, fish, and milk, as well as bacon and other supplies. An invitation has been extended to Canadian firms, not for immediate placement of orders, but rather to ascertain which Canadian firms are able to furnish satisfactorily, and at competitive prices, particular commodities which the institutes purchase regularly. Quotations must be c.i.f. port of destination, because otherwise it is impossible for the institute authorities to compare the cost of the Canadian article laid down with prices of similar goods from the United Kingdom and other sources. Quotations f.o.b. are useless and have to be disregarded, at least until they are revised upon a c.i.f. basis.

ANIMAL FEEDING STUFFS MARKET IN NORTHERN IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, April 19, 1928.—According to the Ministry of Agriculture of Northern Ireland, the outstanding feature of the agricultural history of the past year was the increase in price of animal feeding stuffs. An examination of the figures which follow shows that the price of every feeding stuff given has advanced appreciably since April, 1927. In the case of maize meal (corn meal), on which Northern Ireland farmers are estimated to expend about two-thirds of their total outlay on purchased feeding stuffs, the price has advanced by almost 40 per cent during the past twelve months—from 8s. 8d. (\$2.08) to 11s. 11d. (\$2.86) per cwt. (112 lbs.)

According to the latest statistics of the International Institute of Agriculture, the total production of maize in 1927 in twenty countries (mostly in the Northern Hemisphere and excluding Soviet Russia) was 3,428,990 thousand bushels as compared with 3,505,091 thousand bushels in 1926. In the Argentine the latest estimate of the area under maize is given as 10,739,000 acres, the largest area on record. It was reported in the middle of March that "the maize has made a good deal of progress and the crop condition is normal." In a recent issue of "Foreign Crops and Markets," issued by the United States Department of Agriculture, it is stated that at the beginning of March the price of No. 3 yellow maize at Chicago averaged about 97 cents a bushel. This price was about 15 cents per bushel above the price of Argentine maize for May delivery.

PRICES OF FEEDING STUFFS IN NORTHERN IRELAND

The following table shows the average retail prices per cwt. (112 pounds) of feeding stuffs in Northern Ireland at April 1, 1928, with comparative figures for the corresponding date in 1927:—

	1928 Price per Cwt.	1927 Price per Cwt.
Maize (whole)	\$2 72	\$1 98
Maize meal	2 86	2 08
Bran, red	2 64	2 30
Bran, white	2 90	2 30
Pollard, brown	2 58	2 42
Pollard, white	2 90	2 42
Crushed oats	2 78	2 26
Barley meal	3 02	2 84
Linseed (whole)	5 66	5 28
Cakes—		
Linseed (home-made)	3 52	3 36
Linseed (foreign)	3 36	3 08
Cotton (decorticated)	3 36	2 92
Cotton (undecorticated)	2 62	2 14
Palm nut	2 70	2 32
Meals—		
Linseed cake meal	3 48	3 20
Fish meal	5 60	5 50
Palm nut meal	2 74	2 30
Brewers' grains, dried	2 16	2 10

Northern Ireland, as well as Scotland, has always been a large market for feeding stuffs, and this office receives large numbers of inquiries for such products for importation from Canada. Such inquiries have resulted in little, if any, response, and it appears that, in the case of wheat offals at least, the price is too low on this side to induce Canadian millers to ship. About three or four years ago there was a large trade done here in Canadian bran, as the prices were sufficiently remunerative to attract sellers. As a rule, however, the prices required for Canadian mill offals are too dear for this market, and a more remunerative outlet is found nearer home. At the same time the question of the marketing of offals should not be divorced from the marketing of flour, and it might be well for Canadian millers to consider carefully whether a permanent export trade to this country might not be developed, despite the lower prices prevailing as compared with prices in the Dominion.

It may be asked at this point why offals should be exported to Great Britain when better prices are obtained at home? The answer is—the British miller, who produces about 90 per cent of the flour consumed in these islands. A flow of these products from overseas always tends to keep the home miller in check. The lower bran goes down on this market, from greater supplies, the higher the price the British miller must ask for his flour, thus increasing the demand for imported flour. The question for the Canadian miller then is whether or not the greater demand for his flour here, resulting from large supplies of imported bran, will compensate, or more than compensate him for the lower prices obtained in the British market for his by-product.

An authority on this subject states that the ruling factor in the matter of wheat offals, which decides their selling price in a manner quite different from other meals such as barley meal, is often overlooked. They are a by-product, and are produced in the manufacture of flour quite irrespective of any demand for them. They would still be made in the same quantity if there were no sale for them at all and they had to be thrown or given away, as is the dirt and fluff from the wheat. But then the flour would be at a much higher price level. Cost is no factor in their price, which is entirely settled by the price they fetch in the open market as food for animals, this in turn being settled partly by the season, partly by the number of stock feeding in the district, and partly by competition

with other feeding stuffs. They cannot be stored by the miller, but have to be sold within a month or so. If sold under the market value by any miller, it means loss or worse to him, as he had no power to put up the price of flour above that of millers who do get the market price for offals. His views confirm the statement above that the selling of the by-product wheat offals cannot be divorced from the sale of flour.

CONDITIONS IN THE IRISH FREE STATE

TRADE COMMISSIONER F. W. FRASER

Dublin, April 5, 1928.—The Agricultural Credit Corporation Limited, which operates under the Agricultural Credit Act passed by the Oireachtas last May, is now functioning and is prepared to consider applications for loans. The capital of the corporation consists of £500,000 in ordinary shares, on which a dividend of 5 per cent is payable. The interest rate on loans has been fixed at 6 per cent. Loans on land or chattels are limited to 50 per cent of the value thereof, but 75 per cent of the value may be advanced in the case of severed crops. The scheme is welcomed by the farmers, who are expected to take full advantage of the favourable terms offered.

A committee appointed by the Executive Council during the latter part of 1927 to consider and report as to steps that might be taken to lessen the burden of unemployment in the Irish Free State issued its final report in February. Seventeen recommendations are made by the committee under nine heads, the most important of which refers to housing. Under this heading it is recommended that a continuous program of house building spread over a period of years might be undertaken. The early appointment of county medical officers of health is urged, as also the renewal and reconstruction of a number of national schools, now reported as being defective. Other recommendations urge the extension of the Government's afforestation program, the further development of the Saorstát's fisheries and rural industries, the improvement of certain roads, and more attention being given to arterial drainage. The recommendation is also made that the Government and local authorities in all work carried out by them should insist upon the use of Irish materials where these are available of good quality and reasonable prices.

An outbreak of foot and mouth disease, the first in seven years, occurred in County Wexford during the month of February. The slaughter of the infected cattle and of any others that may have come in contact with them was immediately ordered and carried out by the Department of Agriculture. As a precautionary measure all Free State ports were closed to the export of cattle for a few days, but this restriction was later removed from all ports excepting Rosslare and Wexford, which still remain closed. The movement of cattle is prohibited within a fifteen-mile radius of the point where the infection was discovered. It is confidently hoped that the disease has been stamped out as a result of the prompt and effective measures carried out by the department's officials. In the meantime farmers in the restricted area are suffering serious losses.

The Irish Associated Creameries Limited started selling Irish creamery butter on behalf of those creameries with whom contracts have been made on April 2. It is stated that already creameries representing over 75 per cent of the co-operative output in the country have signed contracts agreeing to deliver their butter for sale through the new organization.

The month of March was on the whole unfavourable for tillage, due to excessive rainfall which rendered field work impracticable in all but high ground, and all field operations were unusually delayed. Cattle continued healthy in

spite of the inclement weather, but were difficult to keep in condition. Values for stores improved toward the end of the month, and demand was keen. Trade for thin cattle remained slow. Beef cattle were scarce and prices ruled strong. The average prices at fairs for cattle of good quality as reported by the Department of Agriculture were: fat bullocks and heifers, 45s. to 48s. per cwt., live weight; strong stores, two to three years old, £16 to £18 10s. each; one- to two-year-olds, £11 10s. to £14 10s. each; yearlings, £8 10s. to £10 each; down calved cows, £18 to £22 each; springers, £19 to £23 each; springing heifers, £17 to £21 each; and dropped calves, 50s. to 70s. each.

IRISH FREE STATE CROPS

TRADE COMMISSIONER F. W. FRASER

Dublin, April 10, 1928.—Increases are recorded in the yield of nearly all classes of produce in the Irish Free State during 1927 as compared with 1926, according to returns just issued by the Department of Industry and Commerce. The area under crop, however, decreased in all classes with the exception of wheat and sugar beet, both of which increased substantially. Encouraged by the subsidy paid by the Government to growers of sugar beet, 17,698 statute acres were sown in 1927, as compared with 9,483 in 1926. The yield per acre, however, declined from 9.1 to 7.6 tons. The average sugar content of the beet produced was high, being returned at 16.7 per cent, a percentage said to have been exceeded last year by only one other country, viz. Czechoslovakia.

The following table gives in concise form the extent and produce of crops in the Irish Free State in 1927 with comparative figures for 1926:—

Crop	Extent in Statute Acres		Yield per Acre	
	1927	1926	1927	1926
Wheat.	34,466	29,386	22.1 cwt.	21.0 cwt.
Oats.	644,610	647,407	20.7 "	19.7 "
Barley	120,796	141,009	22.3 "	20.3 "
Rye.	6,055	6,645	15.0 "	15.7 "
Potatoes	364,539	374,771	6.7 tons	5.2 tons
Turnips.	183,213	194,600	19.0 "	19.1 "
Mangels.	79,804	80,839	20.3 "	20.8 "
Sugar beet.	17,698	9,483	7.6 "	9.1 "
Cabbage.	30,871	34,428	11.2 "	9.7 "
Flax.	5,998	6,802	26.4 stones	26.9 stones
Hay—1st year's	341,434	365,783	2.1 tons	2.1 tons
Hay—Other	1,841,652	1,922,066	2.3 "	2.3 "

The area of the Irish Free State, excluding the larger lakes, rivers, and tideways, is 17,024,481 statute acres. Of this area in 1926, 8,416,439 acres were in pasture, and 3,839,296 acres were under crop.

AUTOMOBILE PRODUCTION IN THE UNITED STATES

Mr. Frederic Hudd, Canadian Trade Commissioner in New York, writes under date April 24, 1928, that the production of automobiles in the United States in March exceeded that of the production in March of 1927. The cars manufactured in March of this year numbered 412,825, while in the corresponding month of the previous year the output was 394,443.

THE NEW ZEALAND EGG MARKET

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, March 26, 1928.—Seasonal fluctuations in the prices of various items of farm produce have on several occasions warranted the shipment of eggs from Canada to New Zealand. Several years ago a shipment of 750 dozen was required by local merchants to tide over a period of low production. Indications of an increased demand and rising prices have recently resulted in New Zealand distributors placing further orders with Canadian produce merchants.

Under normal conditions the egg production of New Zealand is slightly in excess of consumptive demands, although in occasional instances the year's imports have been in excess of exported supplies. As in the case of other farm products and foodstuffs, it is noticeable that the quantities passing into consumption vary in accordance with price movements, although the reasonably high standard of living in New Zealand, combined with periods of general prosperity, tends to counteract to some extent any serious decreases in buying which might be threatened by increasing price levels. It is at such times that the most favourable opportunity of disposing of surplus stocks is available for Canadian exporters.

SEASONAL PRODUCTION AND PRICE MOVEMENTS

Varying inversely with the seasons in Canada, the period of heavy egg production in New Zealand is, roughly speaking, from August to November. The months of June, July, December, and January, depending more or less on the seasons, are those of medium production, while the period from February to May is characterized by short supplies and some need for imported stocks. During periods of heavy production the export of surplus stocks to the United Kingdom is a common feature of the trade, the quantities to which the business may extend depending largely on the comparison of price fluctuations in home and overseas markets.

The effect of varying production on prices may be judged from the figures of wholesale prices during the four quarterly periods of 1927. Prices in the four larger cities averaged 2s. per dozen for first-quality fresh eggs during the first three months of the year. During the second quarter this figure averaged 3s. per dozen, while from July to September it stood at 1s. 10d., and fell to 1s. 7d. in the final quarter of the year.

These prices will serve as a general indication of recent market tendencies. Wholesale quotations for average grade storage eggs varied from 1s. 4d. during the last quarter of 1927 to 2s. 3d. during the period April to June, the price of these lower grades showing less abrupt fluctuations than those of higher qualities. Retail prices of fresh eggs may be considered as varying roughly from 2s. to 3s. per dozen and during 1927 ranged from a minimum price of 1s. 6d. during the closing months of the year to a maximum of 4s. during the second quarter. Official returns of average retail prices for the four quarters reveal a variation from 1s. 9d. to 3s. 6d. per dozen.

GRADING

The New Zealand Government has not adopted any system of grading eggs similar to that laid down by the Canadian Department of Agriculture. The Department of Health, however, through regulations made under the Sale of Food and Drugs Act, 1908, provides that the term "fresh eggs" shall mean eggs in which no process of putrefaction and no development of ovum has begun and the shells of which are clean and unbroken. The air cell must not be more than three-eighths of an inch in depth. Preserved eggs which have been subjected to treatment by water glass or other chemicals must be stamped on the shell

in a manner to indicate this quality, while similar markings must distinguish eggs which have been held in cool storage for a period exceeding ten weeks.

REGULATIONS GOVERNING IMPORTATION

In addition to the ordinary certificates accompanying invoices of shipments of food products, it is desirable that Canadian eggs exported to New Zealand should be covered by a certificate of quality furnished by a Government grader or inspector. This procedure may not be necessary unless stipulated in the sales contract, but will tend to ensure the satisfaction of the importer and assist him both in meeting the requirements of local inspectors of the Health Department and in disposing of stocks to maximum advantage.

The importation of eggs into New Zealand is permitted only after each egg has been stamped in such a way as to indicate its country of origin. Such marking must be done on the shell in indelible ink and the words "Imported from Canada" must be shown in bold sans-serif letters of not less than six points face measurement. In a similar manner each case shall be marked with the same words in letters of not less than seventy-two points face measurement.

PACKING

Former shipments of Canadian eggs to New Zealand have received favourable comment for their quality, and also on account of the sound type of packing provided. It is still possible, in fact, to see Canadian egg crates which are several years old in use as containers in local cool stores, the lighter nature of the cases used in New Zealand rendering them unfit for extended service. Sound cases should be used invariably, while fillers should be fresh and firm. Cases may be of partly open construction in order to meet some preference for means of ventilation, although this is not essential. Too great emphasis cannot be laid on the necessity for extreme care in the packing of all egg shipments and the retention of a reputation for sound methods.

SUGGESTIONS TO EXPORTERS

The New Zealand market for eggs must be regarded only as one which may occasionally require a portion of Canada's exportable surplus. On account of its small total extent and the added fact that it is rather unpractical to ship eggs to the South Island, any appreciable increase in stocks is immediately followed by reductions in prices and local merchants find it necessary to exercise considerable care in offering reserve supplies for sale. It may be anticipated that annual high price levels will approximate to 3s. per dozen wholesale, but at the same time there may still be sufficient eggs in local stores to tide over these periods. It is suggested that Canadian firms establish contact with New Zealand houses shortly after the beginning of each year, offering delivery in March or April and quoting c.i.f. Auckland prices. It will be found that considerable reluctance exists towards carrying on this business on a letter of credit or sight draft basis; the few importers who would handle such shipments prefer trading on consignment or guaranteeing a base price to their principal. In general these houses may be considered as of sound standing and shipments on consignment may be undertaken with a minimum of risk.

The shipment of eggs from eastern Canadian ports has been less freely tested than that from British Columbia. There seems no reason, however, why shipments from Halifax or Saint John by cargo boats carrying refrigerated space should not prove satisfactory, although the time consumed in transit would be practically twice as long as would be necessary if shipments were made by Pacific steamers.

The computation of prices of Canadian eggs in New Zealand must take into account the customs duty of 20 per cent levied under tariff item 61 (provisions, n.e.i.).

CIVIL AVIATION IN AUSTRALIA

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 29, 1928.—Statistics of the flying operations of all Australian aviation services, recently compiled by the Civil Aviation Branch of the Commonwealth Defence Department, indicate a steady increase in the use of air transport for passengers, mails and freight.

Since the beginning of regular aerial services 1,955,997 miles have been flown, with passengers in almost every instance, and 13,672 separate flights have been made. In February last the passenger mileage was 32,084 in 307 flights. At present about 140 landing grounds have been acquired or leased and prepared for civil aviation purposes, and there are 12 private licensed aerodromes also in use.

Subsidized aerial service routes in Australia now cover 3,507 miles, with a weekly mileage of 7,858 miles. In addition, a weekly supplementary service, not subsidized by the Government, has been instituted by West Australian Airways Limited between Geraldton and Carnarvon in that State, and other companies report an increasing demand for special flights by private hire. The three subsidized companies dealt with in the report provide regular subsidized services; there are several other companies operating for private and commercial flying.

The regular services extend from the Gulf of Carpentaria in Queensland to Charleville, a few hundred miles from the New South Wales border; from Cootamundra (New South Wales) to Melbourne, Broken Hill, and Adelaide; and from Perth to Derby, on the northwestern coast of Western Australia. Preparations are also being completed for the calling of tenders for an aerial link between Perth and Adelaide.

The excellent climatic conditions, the long distances between centres of commercial activity, and the large expanse of country devoid of mountains render Australia especially suitable for this latest method of transportation and communication. The existing services have been maintained with a remarkable state of efficiency and safety.

With the growing demand for aerial service the manufacture of aircraft in Australia is making substantial progress. Two of the subsidized aerial mail contracting companies in addition to affecting major repairs have under permit from a prominent British aircraft company constructed machines for use on their respective routes, the engines and certain metal parts being the only accessories imported. Another company has contracts for the supply to the Royal Australian Air Force of a number of air screws, wings, and other material.

There are altogether eight concerns, including the Commonwealth Defence Department, engaged in construction work. British engines of the air-cooled type of from 375 to 425 h.p. are mostly favoured, though on account of their relative cheapness some water-cooled engines are still being used. In a recent canvass of constructing companies two trial orders were obtained for aeroplane spruce from British Columbia, and it is anticipated that repeat orders will follow. On account of the strict inspection to which this timber is subjected upon arrival it is essential, if the trade is to be developed, that specifications be closely followed and only as perfect quality as possible supplied.

BRUSSELS WORLD FAIR

At the ninth Commercial Fair in Brussels the number of exhibitors totalled 2,888, that is nearly the same as last year, says the *London Times Trade Supplement*. Belgian firms were less numerous, while French numbered only 440 in place of 627. Their absence was made up by the Japanese, who formed a collective exhibit of the products of 135 firms. At the same time the Germans showed an increase—namely, 135 against 87—while British exhibitors were twice as many as a year ago.

CANADIAN TRADE WITH THE NETHERLANDS IN 1927

TRADE COMMISSIONER J. C. MACGILLIVRAY

[NOTE.—1 guilder = say 40 cents Canadian; 1 ton = 2,204.64 pounds.]

Rotterdam, March 28, 1928.—For the calendar year 1927 the Netherlands retained its position as Canada's fifth best customer, being credited in the Canadian statistics with exports valued at \$27,311,223 compared with \$25,986,692 in 1926, or an increase of \$1,324,531. Although there was a marked decrease in exports of flour, this has been more than made up by substantial increases in a number of products coming under the non-ferrous metal group, several lines of machinery, packing-house products, and cereals.

The total volume of the Netherlands-Canadian trade stood at nearly \$35,720,000, of which sum imports of Dutch goods are represented by \$8,408,681, being an increase of approximately \$664,000 in comparison with 1926. As far as can be learned from the incomplete statistics available at the time of writing, among the products accounting for this sum were articles of confectionery, potato flour, unset diamonds, certain textiles, and alcoholic beverages.

Thus in 1927 Holland retains the position it reached in 1926 as Canada's fifth best foreign customer, being exceeded as a purchaser of Canadian goods only by the United States, the United Kingdom, Japan, and Germany. The figures showing the exports to these countries and to the Netherlands are of interest for comparative purposes. During the last three years these have been as follows:—

	1925	1926	1927
United States	\$472,391,439	\$465,205,500	\$474,588,125
United Kingdom	492,140,387	459,236,013	409,551,767
Japan	25,675,012	37,913,668	40,183,235
Germany	31,077,476	30,706,040	29,616,517
Netherlands	22,888,192	25,986,692	27,311,223

With a population only slightly in excess of 7,000,000, the question may well be asked why the Netherlands should be such a large importer of Canadian products with a figure to its credit but slightly below that obtained by Germany with its approximately 62,000,000 consumers. The answer to this is that the Dutch are a nation of traders who buy and sell, and with the Dutch seaports located at one of the principal gateways to Western Europe, it is estimated that roughly 80 per cent of the Canadian products imported into Holland are not actually consumed in the country. The port of Rotterdam lies at the mouth of the Rhine, which with its subsidiary canals reaches into the heart of the Continent and is the highway along which goods travel to the densely populated industrial districts of the Ruhr and Westphalia in Germany and to Switzerland and to the French port of Strasbourg, although this latter is still hampered by a *surtaxe d'entrepôt et d'origine* on goods shipped via Rotterdam.

In addition, considerable quantities of goods come to Rotterdam for coast-wise transshipment and re-export to the Dutch colonies. For instance, this office recently noticed the arrival of a Canadian product which was new to the Dutch market, and upon making investigations as to what use it was to be put it was learned that the ultimate destination of the shipment was Spain.

If the final destination of all the Canadian exports consigned to Holland could be learned, it would alter to a very considerable extent the statistics relating to trade between Canada and a number of European countries.

Netherlands' Commodity Markets in 1927

WHEAT

Among the cereals imported into the Netherlands from Canada, wheat accounts for more than 50 per cent of the total, and during 1927 its position was well maintained with a value of \$15,666,841 compared with \$15,163,670 in the year 1926.

According to Dutch authority, the total imports of wheat into Holland were 618,705 tons valued at 87,192,000 fl., compared with 554,957 tons valued at 83,889,000 fl. in 1926. The United States is given as the largest supplier, being credited with 230,421 tons valued at 33,045,000 fl. Importations from the Argentine were valued at 21,295,000 fl., and consisted of 152,915 tons, while it is interesting to note that Russia exported 48,607 tons of wheat to Holland, with a value of 6,973,000 fl.

There is a wide disparity between Canadian statistics giving the wheat exports to Holland and the official Dutch figures showing imports from the Dominion, which are given as 138,562 tons valued at 19,039,000 fl. or \$7,615,600 as compared with the Canadian figure of \$15,666,841. This is accounted for by the large quantities of Canadian wheat which move from Rotterdam up the Rhine into Germany, where it is much in demand among the German millers.

Another point to be taken into consideration in reviewing the wheat market is the Canadian grain which, shipped from American ports both to Holland and for consumption in the Rhine provinces, would add considerably to the total.

Several of the largest German millers using Canadian wheat imported via Rotterdam have expressed their dissatisfaction with one or two cargoes of tough wheat which have arrived at their destination in a heated condition and consequently with a lower milling value.

RYE

The case of rye again illustrates the different story told by trade statistics. Canadian returns show exports valued at \$1,306,261 compared with \$296,580 in 1926, while the Dutch Bureau of Statistics credit Canada with \$2,106,000, or almost double the amount and over a third of the total imports of 112,736 tons valued at 13,642,000 fl. The United States, the Argentine, and Russia supplied the bulk of the remainder. Total imports in 1926 were 110,338 tons worth 11,570 fl.

Most of the imports of rye are consumed up the Rhine, where the demand has been excellent.

BARLEY

Holland's imports of barley in 1927 show a slight decrease from the previous year, having fallen from 305,988 tons to 249,345 tons, and the value from 29,758,000 fl. to 29,257,000 fl. Here again Canada occupies a prominent place with 68,506 tons, followed by the United States with 64,010 tons, Roumania with 30,003 tons, and the Argentine, Germany, and Belgium with smaller quantities.

The Canadian trade figures show exports of barley to Holland valued at \$2,341,252 compared with \$2,482,950 in 1926. As in the case with other grains, quantities of barley also move up the Rhine. Some complaints have been received regarding the quality of the Canadian barley, which makes it difficult for the distillers to use it. It is said to be too moist. These are at present being investigated.

OATS

Canadian exports of oats to Holland show a very heavy drop from \$1,816,932 in 1926 to \$226,967 in 1927. The total importation, on the other hand, shows a slight increase of from 93,143 tons to 102,365 tons. The fall in Canadian imports was offset by increased imports from the Argentine, which rose from 8,002 tons in 1926 to 27,510 tons in 1927. Exports from the United States and Germany also register decreases.

BUCKWHEAT

Exportations of buckwheat to Holland increased from \$99,166 in 1926 to \$154,688 in 1927. For neither period does Canada appear in the Dutch trade

returns. Total imports were 33,047 tons, with Japan and Korea and the United States as the principal purveyors. China also figured as an exporter, having taken the place which Poland occupied in 1926.

FLOUR

American flour from Kansas dominates the Dutch market, with Canada occupying only a minor position. Importers state that this is because of social legislation abolishing night work in bakeries, which makes a soft flour necessary. The imports of wheat flour, together with the principal countries of origin, during the past two years as given by the Dutch Bureau of Statistics were as follows (the values are in thousands of guilders):—

	1926		1927	
	Tons	Value	Tons	Value
Total imports.. . . .	141,950	28,275	164,793	31,043
Germany.. . . .	4,818	547	1,323	183
Belgium.. . . .	24,103	4,920	17,881	3,464
United Kingdom.. . . .	1,193	253	1,360	273
France.. . . .	2,673	533	1,450	282
Argentina.. . . .	1,094	159	2,147	333
United States.. . . .	103,158	20,842	137,080	25,829
Canada.. . . .	3,866	819	2,028	392
Australia.. . . .	535	109	1,346	251

Comparing the same periods, Canadian figures show a decrease from \$704,423 to \$342,782. This heavy drop is accounted for by the high rate of duty payable on Canadian flour entering Germany. Formerly large quantities of Canadian flour consigned to Holland were re-exported up the Rhine. This trade has been killed by the high tariff, although the Dutch flour importers with their connections throughout Northern and Central Europe sell the Canadian product in countries far beyond the frontiers of the Netherlands.

OATMEAL AND ROLLED OATS

Oatmeal is not used to any extent in Holland and the imports are small. Regarding rolled oats, there has been a substantial decrease against 1926 which has affected the United States, which is the principal exporting country, as well as Canada. Canadian exports decreased from \$95,372 to \$44,461. Canadian supplies have been higher in price than those from the United States.

OIL CAKE AND MEAL

The business in oil cakes has been fair during the year, with a decrease in exports from Canada (\$155,852 against \$179,992 in 1926). The United States here again dominates the market, while other contributors are Belgium, India, and Germany.

RUBBER PRODUCTS

In the face of strong American, British, and Norwegian competition, the importation of canvas shoes with rubber soles has almost trebled having risen from \$6,648 in 1926 to \$17,636 in 1927. The Dutch market for this product is a comparatively small one and is not capable of expansion beyond a certain point.

As far as pneumatic casings are concerned, the Canadian trade has been adversely affected by keen European competition and exports have been depressed from \$444,798 in 1926 to \$313,387 in 1927. Regarding tubes, these have held their own with \$69,232 in 1926 and \$69,130 in 1927. Other manufactures of rubber from Canada decreased from \$22,399 to \$20,868.

FISHERY PRODUCTS

Canned salmon shipped to Holland was valued at \$68,205 compared with \$64,049 in the previous year despite stronger Siberian competition. Canadian canned salmon is well to the front in this country and if the price is competitive there is always a market for it.

The outlet for canned lobsters is limited owing to its high price and the competition of the Japanese crab. Most of the business is done through England and shipments made direct are few.

Canadian sardines have been introduced, and if they can compete in quality as they can in price a good though limited market is assured. Sardines packed in Portugal and France are the favourites in Holland.

There is a small demand for pickled and smoked salmon which is governed entirely by considerations of price.

The Dutch margarine industry uses large quantities of fish oil and if the price is right, the Canadian product can always be sold. According to Canadian figures, exports to Holland in 1926 were worth \$140,018, while in 1927 Holland does not appear at all. There is a certain demand for fish meal, depending on the price of pigs. This is also exported to Germany.

FRESH AND DRIED APPLES

No consignment offers of Canadian fresh apples were received during the year and the market has been left to American shippers, although it is possible that a few Canadian apples may have been received via the United Kingdom.

There were 8,721 tons of apples valued at 1,637,000 fl. imported during the year as compared with 13,277 tons with a value of 2,173,000 fl. during the preceding period. Of the 1927 quota, the United States supplied 5,754 tons at 1,214,000 fl., Belgium 1,937 tons at 126,000 fl., and the United Kingdom 650 tons at 22,000 fl. Germany was also a contributor in a small way.

Regarding dried and evaporated apples, a short crop and Californian competition reduced Canada's share in the Dutch trade from \$91,136 in 1926 to \$36,885. In the Dutch trade returns for the period under review, Canada does not appear at all, and out of a total of 2,914 tons at 1,313,000 fl., the United States is credited with 2,596 tons worth 1,200,000 fl. Total imports show a decline of about 75 per cent in comparison with 1926.

When supplies are available at current prices, there is always a demand for Canadian evaporated apples in Holland. Quarters are called for rather than rings. There are also importers who are interested in apple waste and pomace.

PACKING HOUSE PRODUCTS

There is always a market for grease and grease scraps when prices are right and Canadian business has risen from \$106,651 in 1926 to \$123,156 in 1927. Exports of Canadian lard have held their own, standing at \$113,231 and \$113,106 in 1926 and 1927 respectively. Total imports in 1927 were 4,503 tons, of which quantity 2,997 tons came from Belgium and 1,127 tons from the United States.

Imports of Canadian sausage casings have shown a slight increase during the period under review, having risen from \$36,928 in 1926 to \$40,478. More business could be done if larger supplies of the right types of casings were available. Cattle casings rather than hog casings are in demand in Holland.

There has been no response in Canada to Dutch inquirers for horsemeat, and the United States supplied 2,893 tons out of the total imports of 3,229 tons. The balance was made up of small quantities from Northern Ireland, Belgium, the United Kingdom, and Norway.

DAIRY PRODUCTS

Exports of Canadian cheese were cut in half during the year, having fallen from \$119,399 in 1926 to \$54,568. The bulk of the Canadian cheese shipped to this country is for consumption in the German hinterland. Holland itself is an exporter of large quantities of cheese and the demand for foreign varieties is but small.

Imports of Canadian condensed and evaporated milk have in the case of the first slightly decreased and in the case of the second more than doubled. The value of condensed milk imports was \$332,446 compared with \$365,544 in 1926, while evaporated milk stood at \$28,988 as against \$12,150. Canadian condensed milk coming to Holland is mostly for re-export.

HONEY

The Netherlands is one of Canada's best customers for honey and in 1927 purchases had risen to \$53,957 from \$25,428 during the preceding twelve months. This is slightly less than the official Dutch figures, which in 1927 credited the Dominion with 423 tons valued at 141,000 fl. for \$56,400.

Total imports during the year are given as 3,753 tons at 1,296,000 fl., the value being exactly the same as in 1926 with the quantity slightly greater. Cuba supplied the largest quantity, 1,283 tons, at 414,000 fl., France 812 tons at 329,000 fl., the United States 468 tons at 168,000 fl., and Mexico 563 tons at 181,000 fl.

Most of the honey used in Holland is by bakers and confectioners and it is therefore handled in bulk. It is sold in small containers for table use only to a limited extent. The dark varieties are preferred by the bakers.

LUMBER AND FOREST PRODUCTS

Owing to the lack of forest resources, Holland must import over 90 per cent of its lumber requirements and the bulk of these, in the soft woods, are supplied by the Baltic countries. Canada's share is so small that it is practically nil and the name of the Dominion does not appear in the Dutch trade returns.

Sawn pine and spruce form the largest single items among the imports and in 1927 they amounted to 2,157,469 cubic feet, an increase of approximately 300,000 cubic feet compared with 1926. Nearly half of the total or 909,370 cubic feet came from Finland, 435,933 cubic feet were from Sweden, 288,624 were from Poland, and 182,587 from Russia, while large quantities also originated in Latvia, Esthonia, and Czechoslovakia.

Douglas fir is increasing in popularity and there is a limited demand for it for decking and to a lesser extent for flooring. Arrivals in Rotterdam increased considerably during the year, but Canadian shippers are finding it difficult to participate. Importers complain that Canadian prices are always appreciably higher than those quoted by American mills.

The demand for maple flooring has been light. American manufacturers in the state of Washington have been doing a fair trade in doors.

Imports of newsprint amounted to 24,697 tons. Of this quantity Germany supplied nearly 12,000 tons, Norway over 6,000 tons, Finland 4,635 tons, and Sweden 1,345 tons.

Canadian wallpaper and bond paper have both been introduced and have made a beginning in the face of strong American, English and Continental competition. Inquiries have been received for kraft paper, but Canadian producers have been unable to quote.

AGRICULTURAL MACHINERY AND TOOLS

Holland is a country of market gardens rather than large farms, and consequently the demand for Canadian agricultural machinery is limited. Nevertheless, exports of harvesters and binders have risen from \$14,422 in 1926 to \$73,758 in 1927, while exports of mowing machines have remained stationary, being valued at \$18,615 in 1926 and at \$18,507 in 1927. The principal competition is from the United States, Germany, and Sweden.

The value of garden and farm tools has declined from \$10,151 to \$8,622. In these lines German competition has been very severe.

AUTOMOBILES AND ACCESSORIES

During the period under review 9,464 completed passenger automobiles were imported into the Netherlands. Of this number, 4,129 were from Belgium, 2,837 from the United States, 1,523 from France, 671 from Italy, 171 from Germany, and 111 from the United Kingdom. The large figure for Belgium is due to the existence of American assembling plants in Antwerp from which cars are re-exported to Holland. There are no automobiles manufactured in the Netherlands.

In addition to the above, a few cars valued at \$24,075 have been imported from Canadian factories in comparison with \$76,562 in 1926.

The United States Department of Commerce estimates that 11,400 automobiles were sold in Holland in 1927, of which 8,000 were of American origin and 3,400 of non-American origin.

The Canadian share of the Dutch trade in automobile accessories and batteries is small and only slightly exceeded a thousand dollars. American products dominate the market in these lines.

NON-METALLIC MINERALS

Among the non-metallic mineral group, Holland imported Canadian asbestos worth \$256,839 compared with \$182,900 in 1926. Included in the imports for the past year were also 433 tons from South Africa and 115 tons from Russia. Another item in this group which has been introduced into the Dutch market is gypsum wallboard. Most of the asbestos consigned to Holland is re-exported up the Rhine.

NON-FERROUS METALS

There has been a large increase compared with 1926 in the value of a number of non-ferrous metals exported to the Netherlands, which has done much to swell the total of Canada's exports to this country. Nickel has risen from \$1,961,682 to \$3,240,869, zinc spelter from \$285,804 to \$704,839, pig lead from \$583,120 to \$673,677, and brass and old scrap from \$2,977 to \$22,624. As in the case with asbestos, all these metals are used principally by the industrial sections of Germany in the Rhine Valley, and their increased use during the past twelve months may be accounted for by the quickened pulse of German industry.

MISCELLANEOUS PRODUCTS

Canadian brass valves have pretty well held their own, although they have lost ground slightly, having fallen from \$12,162 to \$11,787. There were no adding or calculating machines shipped from Canada during the year.

One well-known brand of Canadian whisky is now well distributed throughout the country, although consumption is limited as the Dutch are not whisky drinkers. A poor grade of rye whisky is also manufactured locally.

A Canadian manufacturer of vacuum cleaners has increased his business in Holland from \$61,243 to \$95,772 in the teeth of strong American and European competition. Electric vacuum cleaners are extensively used in the Netherlands, but competition is very severe.

Regarding sole leather, Canadian prices have been too high and in addition it is the French type that is wanted. Some business has been done in Canadian patent leather, which is well liked, although importers are inclined to favour this product when made in Germany.

An interest has been expressed in soft brown sugar from Canada, but no supplies have been available. Canadian confectionery, while its excellent quality is appreciated, is too high in price to compete with the domestic product.

There have been no inquiries received for Canadian silver foxes. Although a few animals are being bred in the country, fox ranching has never become popular in Holland, even to the extent that it has in neighbouring countries.

CANADA'S POSITION IN THE FOREIGN TRADE OF SWITZERLAND

TRADE COMMISSIONER J. C. MACGILLIVRAY

Rotterdam, April 10, 1928.—The official statistics dealing with Switzerland's foreign commerce during 1927, which have recently been published, show the important part which Canada plays in the external trade of that country. While Switzerland occupies a very minor place in the Canadian trade returns and in the fiscal year 1927 stood below the fortieth place as a purchaser of Canadian products, the Swiss put the Dominion seventh among the fifty-three countries from whom they import goods. In the calendar year 1927 Switzerland imported Canadian products valued at 88,708,000 francs, which represented 3.46 per cent of the total imports, while for the same period imports from Germany, which for any one country supplies the largest volume, were 541,701,000 francs, or 21.23 per cent of the total.

Switzerland's foreign trade by principal countries in both 1926 and 1927 are as follows:—

	In Thousands of Francs			
	Imports		Exports	
	1926	1927	1926	1927
Germany	465,087	541,701	266,778	397,896
France	495,507	474,693	154,131	135,196
Italy	251,830	225,551	112,508	115,333
United States	187,708	220,360	201,001	209,647
United Kingdom	148,025	189,318	298,654	309,523
Belgium	71,217	88,745	28,962	33,683
Canada	109,289	88,708	46,479	41,602
Argentina	70,223	81,777	35,339	34,278
Czechoslovakia	79,017	78,257	38,198	48,840
Egypt	50,555	58,553	13,358	12,329
All countries	2,414,510	2,563,794	1,836,496	2,023,250

Switzerland is essentially an industrial country, importing foodstuffs and raw materials and exporting manufactured goods, and therefore the largest items among her imports are in the first two categories. Among these, cereals take the first place, accounting for 269,266,000 francs of the total imports. The other leading articles in the list of imports, together with their values in thousands of francs, are: raw silk, 196,135; cotton, 185,484; minerals, 158,736; wool, 150,842; colonial wares, 132,910; iron, 123,074; packing house products, 119,909; chemicals, 105,631; vehicles, 83,282; and fruit and vegetables, 81,824.

Turning to the export column, articles of silk are well ahead with a value of 337,132,000 francs. The other principal products in order of importance, with values in thousands of francs, are: cotton goods, 293,455; clocks and watches, 250,362; machinery, 182,218; foodstuffs of animal origin, in which are

included preserved milk and cheese, 163,516; colour wares, 77,270; skins and hides, 76,321; woollen goods, 64,477; and confectionery, 53,767.

TRADE WITH CANADA

While Canadian exports to Switzerland show a decrease of 20,581,000 francs in comparison with 1926, they have increased fourfold since before the war, as in 1913 out of the total Swiss imports of 1,919,816,000 francs Canada contributed only 19,847,000 francs, or 1 per cent of the whole in comparison with 3.46 per cent in 1927. On the other hand, Swiss imports to Canada register an increase of much smaller dimensions, having risen from 30,965,000 francs in 1913 to 41,602,000 francs last year.

Taking Canadian exports to Switzerland during 1927 in more detail, it will be seen that wheat accounts for nearly the whole of the 88,708,900 francs in which this one product is represented by 83,631,715 francs, or 94 per cent of the total. Without wheat Canada would be of small account among the countries from whom Switzerland purchases. The entire Swiss imports of wheat are represented by 149,147,650 francs, and to this the United States makes a contribution of 45,768,427 francs in addition to the nearly 89,000,000 francs from Canada. Of the former the largest part is undoubtedly of Canadian origin, and it may therefore be truthfully claimed that the Dominion is the granary of the Swiss Republic. The small balance of the wheat imports comes principally from the Argentine, Australia, and Russia.

As far as flour is concerned, Switzerland is not a large importer and flour of wheat is not classified separately. The name of Canada does not appear among the countries of origin.

The remaining 8 per cent of the importations from Canada is divided among a wide range of products. Fresh apples were valued at 2,769 francs in comparison with 197,096 from the United States, 657,934 francs from France, and 608,131 francs from Italy. The two latter countries supplied nearly three-quarters of the apple imports.

Preserved vegetables valued at 6,274 francs are credited with Canadian origin, while seventeen living animals, probably including foxes, valued at 3,450 francs, also came from the Dominion.

Imports of honey totalled 587,317 francs, but Canada's share of this amounted to but 609 francs. France supplied 223,447 francs and the United States 110,564 francs, in addition to substantial quantities from Chile and Central America. Imports of different varieties of fish add another 338,000 francs to Canada's figure, while condensed soup is mentioned, as also are "luxury" preserves to the extent of 99,900 francs.

Among the balance of the products which are named as being imported from Canada are small quantities of leatherware, printing and writing paper, lard, wood, animal hair, and asbestos. Two other items from Canada which are imported in much larger quantities than those named above are lead and zinc, the values of which were 272,373 francs and 253,779 francs respectively.

In dealing with the Swiss-Canadian trade, it is interesting to note the wide difference between the Canadian figures showing Canada's exports to Switzerland and the Swiss statistics giving that country's imports from Canada. As previously stated, the Swiss figures credit the Dominion with 88,708,000 francs, or roughly \$17,000,000, during the calendar year 1927, while for the same period according to Canadian authority exports to Switzerland were worth only \$483,000, or about one thirty-fifth of the former sum. This big disparity is due to Canadian goods which are consumed in Switzerland being shown as exported to Continental seaboard countries which are in actual fact nothing but points of transshipment.

On the other hand, there is but a small difference between the two statements giving the Swiss imports into Canada. Canadian authority shows this as valued at \$8,775,000, while the Swiss exports to Canada are giving as being about \$8,000,000.

CLASSIFICATION OF SWISS IMPORTS

All imports into Switzerland are placed in three main divisions as food-stuffs, raw materials, or manufactured wares. The first accounts for 27.13 per cent of the total, the second for 34.86 per cent, and the third for 38.01 per cent. Canada's chief interest lies in the foodstuffs item, although raw materials were worth 804,000 francs and manufactured goods the not insignificant sum of 1,755,000 francs.

Roughly two-fifths of the imports from the United States are manufactured articles with raw materials following in second place. Germany, France, and the United Kingdom are also chiefly interested in manufactures, while almost half of the Italian exports are classified as raw materials.

THE SHOE INDUSTRY IN ITALY

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, March 27, 1928.—The shoe industry in Italy, in common with the rest of Europe, received a decided impetus during the war, and from that period was initiated the transformation of hand work to machine work and standardized production.

There are at present in Italy more than 2,200 workshops, only 15 of which are of some importance. Machine work prevails in the north, while hand work is dominant in other parts of the peninsula. Approximately 40 per cent of the total shoe output is of hand work. The annual production of the Italian shoe industry, which employs 70,000 persons, amounts to 30,000,000 pairs. It is estimated, however, that the actual output is quite below the potential production. The larger firms have a productive capacity of 20,000,000 pairs per year, and at present they manufacture only five-sixths of that number. An increase in production may be expected, as the Italian consumption of boots and shoes is susceptible of being considerably augmented. At the present time the consumption per capita stands at three-quarters of a pair per year. This factor coupled with that of changes imposed by new and varied styles indicate that there should be in store better days for the Italian shoe industry. Good quality boots and shoes are now made in practically the prevailing styles, and appreciable technical improvements have been attained.

IMPORTS OF LEATHER FOR SHOE WORK

The supplies of leather required for the manufacture of boots and shoes in Italy, especially uppers, come for the greater part from foreign sources. Imports of hides for shoe work, the total of which amounted to 5,382,740 pounds in 1926, and 3,076,700 pounds for the first six months of 1927, were detailed as follows:—

	(Six Months ended June 30)	
	1926	1927
	In Pounds	
Ox and cow hides, and other hides, complete, or strips thereof:		
For sole	128,040	32,560
Others:		
Mineral or mixed tanned	621,720	215,600
Otherwise tanned	308,880	248,380
Calf skins, young cow hides, and other small bovine and equine hides, complete, or strips thereof:		
Mineral or mixed tanned	2,539,460	1,508,760
Otherwise tanned	214,500	160,380

The period of national financial crisis last year was reflected in the shoe industry by numerous bankruptcies and the closing of several plants in the course of June, July, and August, and especially in June. The situation since then has improved considerably, and the shoe industry is now quite active, with

the result that there is a fair demand for shoe leather. As for prices, there was a general reduction of from 5 to 10 per cent in July, 1927, but of late, in sympathy with the rises in hides on the international market (around 30 per cent) and prospects of other rises, a tendency to higher prices has been noticed in the Italian shoe market. At the present time the low-priced shoes are in favour. For high-priced shoes there is also a fair request. Crocodile- and snake-skin shoes appear to be popular in the cities.

MARKET FOR SHOE LEATHER

There is at the present time in Italy a fair demand for sheep and calf skins, together with cow hides, for shoe work, and it is estimated that Canadian exporters of leather would capture an appreciable part of the trade should they be prepared to send forward good quality hides in the descriptions and at the prices as given below:—

Article	Size	Weight	Price in Cents per Square Foot
Sheep skins for linings, chrome, or vegetable tanned, black or coloured	4/10	L	12/18
Calf skins, black or coloured, chrome:			
For ladies' shoes	6/10	L-LM	28/55
For men's shoes	10/15	HM	28/55
Calf skins, in the patent form	6/10	L-LM-HM	55/60
Cow hides (half), coloured	12/20	M	28/40
Cow hides (half) black	12/20	LML	28/40
Cow hides (half) in the patent form, or suede form	12/20	L-LM-HM	40/50

The subject of patent leather was treated in detail in an article published in *Commercial Intelligence Journal* No. 1262.

Customs duties on the above are from approximately 2 to 4 cents per square foot. The packing requirements are those prevailing in the leading markets.

Canadian exporters wishing to sell leather in this country should send to this office small samples, prices c.i.f. Genoa.

SHOES IN DEMAND

Canadian shoes will find a possible but limited sale in this market, provided Canadian exporters are prepared to submit to the peculiarities of the Italian trade and establish a shoe store in one of the leading cities, Rome or Milan, with complete lines in stock that would sell for from approximately \$3 to \$4 in the case of men's shoes, and from approximately \$2.50 to \$4 in the case of ladies' shoes.

The customs duties on shoes is approximately from 25 to 35 cents per pair.

FINANCIAL AND COMMERCIAL CONDITIONS IN BRAZIL

FRANK KNIGHT, OFFICE OF THE TRADE COMMISSIONER

FOREIGN TRADE, 1927

Rio de Janeiro, April 2, 1928.—As intimated in the previous report on this subject published in *Commercial Intelligence Journal* No. 1257 (March 3), the resources received from trade to meet liabilities abroad have been somewhat disappointing.

Advanced statistics for the trade of Brazil for the whole of 1927 are now to hand, and show a balance of of approximately £9,000,000 in favour of exports over imports. This is roughly only half of the sterling balances in favour of exports for the previous five years.

The sterling values and weight comparisons of exports and imports for the complete years 1926 and 1927 will be of interest:—

	1926	1927	1926	1927
	£ Sterling		Metric Tons	
Exports	94,254,000	88,689,000	1,858,400	2,017,200
Imports	79,876,000	79,641,000	4,945,900	5,481,300
	14,378,000	9,048,000	3,087,500	3,464,100

It will be noted that the 1927 sterling balance in favour of exports over imports has considerably decreased, but that there is a corresponding increase in volume of imports amounting to nearly 3,500,000 tons.

Taking Brazil's main item of export—coffee—the shipments for 1927, as compared with those of 1926, show an increase in quantity of approximately 1,400,000 bags, but a shrinkage in sterling f.o.b. value of nearly £6,900,000. As coffee constitutes well over 70 per cent of Brazil's exports, it will be readily understood that the decreased sterling balance in favour of exports of some £9,000,000 for 1927 over previous years is principally accounted for by the difference in exchange and increased tonnage and value of imports.

EXCHANGE

Up to March 28 exchange continued unaltered, the ninety-days' closing drawing rates being $5\frac{3}{4}$ d. to the milreis.

Owing to the various loans recently made to a number of state and municipal authorities and entry of sterling to the "Caixa de Estabelisação" issued in London and New York simultaneously, it does not seem at all probable that any appreciable change will take place in the near future.

COFFEE

Clearances at the ports of Rio and Santos for week ending March 22 were 246,322 bags (of 60 kilos), an increase of approximately 79,000 bags on the previous week and a decrease of nearly 20,000 bags for the corresponding week last year. At the moment of writing the coffee situation seems uncertain. Heavy rains fell in São Paulo and Santos during the first half of the month, but no damage has so far been reported. March 22 quotations for Santos spot 4's are $22\frac{1}{4}$ cents per pound c.i.f. New York. Rio 7's are quoted at 14.10 cents per pound f.o.b.

CEMENT

Cement imports for February are reported above the average. No recent statistics are available, but the following figures show total imports in tons for the complete years 1922-26 and six months of 1927: 1922, 319,550; 1923, 223,404; 1924, 317,152; 1925, 336,474; 1926, 396,322; 1927 (January to June), 219,161. The principal exporting countries in order of importance were: Germany, the United Kingdom, Belgium, the United States, Austria, France, Denmark, and Sweden.

COMMERCIAL CONDITIONS

February saw some improvement in general business conditions, though the import market could not be considered brisk.

Leather.—From inquiries received from Canadian firms, it would appear that they are under the impression that patent leather is in demand. While it was mentioned in a previous report from this office that the demand for imported leathers was likely to be more active in the not distant future, this referred principally to fancy leathers. The demand for patent leather is diminishing and local production is improving.

United States imports of patent leathers have declined considerably during the past few years. Argentina exports small quantities of patent leathers to

Brazil of the cheaper qualities, and these, together with improving local production, will no doubt soon place other foreign imports on a negligible scale unless a fresh demand is created by a change in styles of shoes and other articles made from patent leathers. Coloured uppers are becoming very popular for shoes, hand bags, etc. Competition is very keen in leather of all kinds. When prices go up, buyers only purchase for their immediate needs, and when a drop in prices occurs they hang on expecting further reductions will be made.

From a glance through recent ships' manifests of steamers from New York, the following merchandise appears to be arriving in regular quantities: general hardware, phonographs and records, leathers, rubber goods, belting, automobile accessories, and pharmaceutical products.

Flour.—The flour market continues fair, but stocks are reported high and prices show a downward trend. A new flour mill has recently been established in Rio, which will no doubt have some effect on Canadian flour imports as far as that city is concerned. Current quotations on best "Especial" flour are 40\$000 per sack of 44 kilos.

Newsprint.—Newsprint continues to be supplied principally by Scandinavian countries.

Codfish.—The following are reported arrivals in Rio for the month of March: 16,244 cases of British fish, 8,780 cases of Norwegian, and 2,900 of Canadian, German, and Icelandic fish. The estimated stock on March 31 was 9,500 cases.

Importer to wholesaler prices are at present as per below:—

British fish—	56 Kg. Net Case
"Especial" quality	160\$000
"Superior" quality	150\$000
"Saithe" quality	118\$000
Norwegian fish—	
"Imperial" quality	155\$000
"Regular" quality	148\$000

The market is reported to be showing a tendency to weaken, and a decline is anticipated towards the end of April.

THE PORT OF SANTOS

Owing to a serious landslide in this city, causing much damage and loss of life, business has had a decided setback this month (March). It is estimated that between 150 and 300 persons were buried alive. The landslide is said to have resulted from recent heavy rains in this district. This will undoubtedly make the port of Santos even more congested that it has been for some time, as the work of clearing away the debris will take many weeks of continuous labour. The scene of disaster is in the centre of the city.

CONDITIONS IN SÃO PAULO

During January and early February business in São Paulo and further south was by no means brisk. To some extent this was due to the large number of firms who are busily engaged about this time in making up their balance sheets for the previous year. Orders for imported goods during this period are usually very hard to obtain. While it is anticipated that it will be some time before an appreciable change for the better will take place, the general feeling is now one of hopefulness.

It is reported that over 700 firms in São Paulo petitioned for declarations of insolvency last year, which was about 70 less than in 1926. The number of firms declared by the courts last year to be insolvent was 525. With an average of nearly 44 per month, it is obvious that great care should be exercised in the appointment of agents.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND SIX MONTHS ENDED MARCH, 1921, 1922, 1927 and 1928:
WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of March				Six Months ended March				United States Tariff Rates in force		
	1921	1922	1927	1928	1921	1922	1927	1928	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)-											
Cattle..... No.	13,214	1,983	15,311	14,518	182,735	107,946	90,551	174,805	Free	30 p.c.	(a)
Horses..... No.	734,007	41,454	532,490	683,636	13,567,635	2,002,837	3,061,383	9,205,895			(b)
Poultry..... No.	36,460	87,867	4,398	3,185	309,135	281,323	28,223	46,976	10 p.c.	10 p.c.	3c. per lb.
Sheep..... No.	11,887	10,865	20,396	13,441	556,762	588,868	531,842	473,863	1c. per lb.	1c. per lb.	\$2 per head
Fruits—											
Apples, green or ripe..... Brl.	1,220	6,217	18	8,052	121,473	58,065	15,841	14,340	Free	30c. bu.	25c. bu. 50 lb.
Apples, dried..... Lb.	9,642	60,085	165	9,348	1,095,200	325,077	114,869	132,632			1c. per lb.	1c. per lb.	2c. per lb.
Berries fresh..... Lb.	342	821	16	880	12,019	383,307	23,184	52,324	1c. per lb.	1c. per lb.	14c. per lb.
Grains—											
Barley..... Bush.	1,797	593	63	4,918	60,578	2,000,700	119,346	262,482	1c. per lb.	1c. per lb.	14c. per lb.
Beans..... Bush.	51	330	23,300	107,800	76,092	46,227	1,615,758	1,141,483	3c. per qt.	3c. per qt.	14c. per lb.
Buckwheat..... Bush.	55	1,318	38	59	183	4,044	3,819	13,241	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Oats..... Bush.	107	695	51	83	235	2,261	1,989	8,058	2c. lb.	2c. lb.	14c. lb.
Peas, whole..... Bush.	948	29	707	48,700	2,727	3,521	2,257	109,085	Free	Free	10c. per 100 lb.
Peas, split..... Bush.	4,025	121	3,698	188,196	11,056	10,599	10,299	378,235	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Rye..... Bush.	31,191	12,274	18,262	16,807	201,625	88,912	46,721	51,862	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Wheat..... Bush.	34,555	11,104	14,351	13,986	203,051	72,551	35,927	694,497	20c. bu. 60 lb.	20c. bu. 60 lb.	14c. lb.
Wheat, whole..... Bush.	494,866	213,528	78,379	113,331	1,098,004	1,432,160	383,635	664,497	Free	Free	1c. lb.
Wheat, split..... Bush.	245,464	111,323	39,270	65,932	625,743	681,722	186,794	390,261	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Barley..... Bush.	14,618	20,179	13,725	19,175	43,618	319,285	174,167	219,222	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Peas, split..... Bush.	58,793	80,547	49,550	48,958	237,131	14,455	58	1,886	20c. bu. 60 lb.	20c. bu. 60 lb.	1c. lb.
Rye..... Bush.	3,864	288	24	24	4,440	54,180	400	5,242	Free	Free	15c. bu. 56 lb.
Wheat..... Bush.	12,770	2,888	126,592	27,437	290,333	81,352	3,827	1,215	35c. per bush.	35c. per bush.	42c. bu. 60 lb.
Wheat, whole..... Bush.	20,507	2,863	126,592	27,437	475,669	66,613	3,468	1,215	Free	Free	1c. lb.
Wheat, split..... Bush.	3,131,237	42,291	182,180	86,799	50,598,547	9,261,079	5,027,591	5,127,427	Free	Free	1c. lb.
Grain Products—											
Bran, shorts and middlings..... Cwt.	131,921	3,794	48,369	77,988	700,486	264,880	698,666	1,197,631	Free	Free	1c. lb.
Wheat Flour..... Brl.	166,959	6,209	82,687	137,445	1,188,368	262,007	999,101	1,057,059	Free	Free	2c. per lb.
Wheat Flour..... \$	198,968	71,063	83,878	10	1,094,003	413,766	4,752	6,199	Free	Free	3c. p. lb. (g)
Meats—											
Bacon, hams, shoulders and sides..... Cwt.	1,749,516	437,098	6,305	67	10,863,352	2,510,621	33,656	32,947	20 p.c.	20 p.c.	2c. per lb.
Beef, fresh, chilled or frozen..... Cwt.	372	138	4,409	4,249	2,093	696	18,945	26,325	25 p.c.	25 p.c.	3c. p. lb. (g)
Beef, fresh, chilled or frozen..... Cwt.	13,078	4,405	156,419	136,130	76,639	22,028	627,542	866,228	Free	Free	3c. p. lb. (g)
Beef, fresh, chilled or frozen..... Cwt.	18,545	7,726	18,255	17,851	146,793	107,040	70,883	276,472	Free	Free	3c. p. lb. (g)
Beef, fresh, chilled or frozen..... Cwt.	285,864	105,228	213,177	239,309	2,150,577	1,148,997	822,376	3,544,284	Free	Free	3c. p. lb. (g)

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

GENERAL

4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.

- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5 Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should in the first letter give that officer the very fullest information in regard to the commodity which he desires to sell as follows:—

- (a) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.
- (b) Details regarding process of manufacture if convenient.
- (c) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.
- (d) Bankers' references.
- (c) The proportion of output which is available for export, time required to ship from receipt or order and the quantity for which orders will be accepted.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

PROPOSED APPLICATION OF THE MERCHANDISE MARKS ACT TO CERTAIN PRODUCTS

In pursuance of recommendations made by the Merchandise Marks Committee, the British Government has issued a draft Order in Council, which should it be confirmed, will render necessary the marking of imported mowing machines; gloves; furniture and cabinet ware; shuttles; boots, shoes, and slippers (except rubber) with an indication of origin.

Canadian firms requiring full particulars of the proposals in respect to any of the above articles should apply to the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa.

TARIFF CHANGES IN GREAT BRITAIN

The appended table of proposed tariff changes in Great Britain, introduced on April 24, is compiled from a cablegram sent by the High Commissioner for Canada in London to the Secretary of State for External Affairs in Ottawa. The various proposed new rates are already in effect.

	Old Tariff		Proposed Duty	
	General	Preferential	General	Preferential
Sugar exceeding 99 degrees of polarization.per cwt. (112 lbs.)	11s. 8d.	7s. 4½d.	10s. 8d.	5s. 10d.
Lower degreesper cwt.	(Graduated at lower rates)		(Graduated at lower rates)	
Molasses, containing 70% or more of sweetening matter per cwt.	7s. 5d.	4s. 8½d.	7s. 5d.	3s. 8½d.
Lower percentages of sweetening matter.per cwt.	(Graduated at lower rates)		(Graduated at lower rates)	
Glucose, solid.per cwt.	7s. 5d.	4s. 8½d.	7s. 5d.	3s. 8½d.
Glucose, liquid.per cwt.	5s. 4d.	3s. 4½d.	5s. 4d.	2s. 8d.
Saccharin.per ounce	3s. 9d.	2s. 4½d.	3s. 9d.	1s. 10½d.
Mechanical lighters and parts each	Free	Free	6d.	6d.
Buttonsad val.	Free	Free	33½%	22½%
Hydrocarbon oilsper gal.	Free	Free	4d.	
			(Rebate on heavy oils)	

British Empire negative cinematograph films are to be admitted at the rate on blank films, which was ⅔d. per linear foot of the standard width of 1½ inches.

The excise duty on British wines is made 1s. 6d. per gallon, compared with a former rate of 1s. per gallon. The excise duty on sugar, molasses, glucose, and saccharin have all been reduced.

The preferential rates shown are all applicable to goods of Canadian (or other Empire) origin.

DEFERRED AUSTRALIAN CUSTOMS DUTIES

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, March 29, 1928.—Owing to Australian manufacturers being still unable to supply domestic requirements, increased customs duties on certain commodities which had been previously deferred from time to time and which were to have gone into operation on April 1, 1928, have been further deferred until the dates specified opposite each item.

The tariff items and commodities affected are:—

Item

118 (C) (1)—(Proposed Customs Tariff 1927)—Plain linoleums and floor coverings having a similar surface, not printed or inlaid	1st July, 1928
136 (F)—Iron and steel—Hoop (except hoop ⅝ inch in thickness, of the following widths, viz: 1 in., 1½ in., 1¾ in., 1½ in., 1¾ in., 1½ in., 1¾ in., 1½ in., 1¾ in., and 2 in.)	1st Oct., 1928
136 (F) (2)—(Proposed Customs Tariff 1927)—Iron and steel—Hoop, n.e.i.	1st Oct., 1928
147—Iron and steel, viz: Plates and sheets, plain tinmed	1st Oct., 1928
152 (A)—Iron and steel tubes or pipes (except riveted, cast, close-jointed or cycle tubes or pipes) not more than 3 inches internal diameter; iron and steel boiler tubes	1st Oct., 1928
194 (D)—Chain, n.e.i., not made up into serviceable articles (except brass and copper chain (curb and trace pattern) made from wire of ½ mm. to 3 mm. in thickness, both sizes inclusive	1st July, 1928
197 (B)—(Proposed Customs Tariff 1927)—Cutlery, spoons, and forks, n.e.i., and knife sharpeners	1st Oct., 1928
242 (B)—Glass, sheet, viz: plain clear	1st Oct., 1928
334 (F) (1)—Writing and typewriting paper (plain), not including duplicating—In sheets not less than 16 x 13 inches	1st Oct., 1928

Item

397 (A) Cartridges, n.e.i. (except shotgun cartridges)	1st Oct., 1928
424 (B)—Vessels, n.e.i., trading intra-state or interstate, or otherwise employed in Australian waters for any continuous period of three months, excepting vessels exceeding 500 tons gross register in respect of which firm orders were placed with oversea suppliers before the date on which the deferred duty comes into operation and which are actually entered at an Australian port within fifteen months from such date	1st Oct., 1928

The present rates of duty and those deferred on these items are as follow:—

Item	Present Rates		Deferred Rates	
	United Kingdom	General	United Kingdom	General
118 (C) (1) (Proposed Customs Tariff 1927)	10%	25% ad val.	20%	35% ad val.
136 (F)	Free	10% ad val.	70s.	95s. per ton
136 (F) (2) (Proposed Customs Tariff 1927)	Free	10% ad val.	70s.	120s. per ton
147	Free	10% ad val.	76s.	115s. per ton
152 (A)	Free	10% ad val.	27½%	40% ad val.
194 (D)	Free	10% ad val.	27½%	40% ad val.
197 (B) (Proposed Customs Tariff 1927)	Free	25% ad val.	20%	25% ad val.
242 (B)	2s.	4s.	1½d.	2d.
	(per 100 sq. ft.)		(per pound)	
	(or whichever rate returns the higher duty)		45%	60% ad val.
334 (F) (1)	Free	10% ad val.	20%	30% ad val.
397 (A)	15%	25% ad val.	15%	30% ad val.
424 (B)	Free	Free	25%	35% ad val.

Under item No. 334 (F) (1), Canadian writing and typewriting paper (plain) is at present admitted at the intermediate rate of 5 per cent, the deferred duty on which is 25 per cent and at which rate it will be admitted when the deferred duties ultimately go into operation. On item 152 (A) Canadian goods also are admitted under the intermediate tariff, the present rate being 5 per cent ad valorem.

TARIFF CHANGES IN MEXICO

Writing under date of April 14, 1928, the Canadian Government Trade Commissioner in Mexico City advises that changes have been made in the import tariff upon jute yarns and manufactures of jute and other fibres. Changes have also been made in the export tariff on coffee, beans, barley, essential oils, and "chicle".

Writing under date of April 18 the Trade Commissioner further advises that changes have been made in the import tariff on olive oil, olives, sandals, and cider.

STEAMSHIP SERVICE FROM VANCOUVER TO BRAZIL AND ARGENTINA

The New York representative of the Blue Star Line writes that this company expects to have five sailings from Vancouver to Rio de Janeiro, Santos and Buenos Aires during the coming apple season. The approximate sailing dates are July 10, October 5, November 1, February 1, 1929, and March 1. All the steamers of the Blue Star Line have refrigerated space and afford an excellent opportunity of shipping Canadian apples, eggs, frozen fish, flour, canned salmon, etc., to South America.

STEAMSHIP SAILING FROM MONTREAL TO COLOMBIAN PORTS

Messrs. J. F. Whitney & Co., steamship agents and brokers, Montreal, advise that the ss. *Blairatholl*, on berth at Montreal, will load cargo for Puerto Colombia and Cartagena, Colombia, South America, on or about the 17th of May.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING APRIL 30

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending April 30, 1928. Those for the week ending April 23, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending April 23, 1928	Week Ending April 30, 1928
Austria.	Schilling	.1407	\$.1412	\$.1412
Belgium.	Belga	.1390	.1397	.1397
Bulgaria.	Lev	.1930	.0072	.0072
Czecho-Slovakia.	Krone	.....	.0296	.0296
Denmark.	Krone	.2680	.2682	.2684
Finland.	Markka	.0252	.0252	.0252
France.	Franc	.1930	.0394	.0393
Germany.	Reichsmark	.2382	.2391	.2393
Great Britain.	£	4.86½	4.8740	4.8831
Greece.	Drachma	.1930	.0132	.0131
Holland.	Florin	.4020	.4032	.4034
Hungary.	Pengo	.1749	.1750	.1750
Italy.	Lira	.0526	.0528	.0527
Jugo-Slavia.	Dinar	.1930	.0176	.0176
Norway.	Krone	.2680	.2675	.2679
Portugal.	Eseudo	1.0805	.0435	.0425
Roumania.	Leu	.1930	.0063	.0062
Spain.	Peseta	.1930	.1677	.1667
Sweden.	Krona	.2680	.2686	.2685
Switzerland.	Franc	.1930	.1928	.1928
United States.	\$	1.0000	1.0003	1.0007
Argentine Rep.. . . .	Peso (Paper)	.4244	.4280	.4283
Brazil.	Milreis	.5462	.1206	.1206
Chile.	Peso	.1217	.1225	.1225
Colombia.	Peso	.9733	.9780	.9780
Mexico. . . . .	\$	.4985	.4880	.4875
Peru.	Libra	4.8665	3.9800	3.9800
Venezuela.	Bolivar	.1930	.1930	.1930
Uruguay.	Peso	1.0342	1.0362	1.0358
Cuba.	Peso	1.0000	1.0009	1.0000
Batavia, Java.	Guilder	.4020	.4030	.4030
China.	Tael	.....	.6362	.6468
India.	Ruppee	.3650	.3675	.3662
Japan.	Yen	.4985	.4775	.4735
Siam.	Tical	.3709	.4576	.4575
Singapore, Str. Settlements. . .	\$	.5678	.5650	.5650
Jamaica.	£	4.86½	4.8800	4.8800
Barbados.	\$	1.0000	1.01½—1.02½	1.01½—1.02½
British Guiana.	\$			
Trinidad.	\$			
Other British West Indies. . .	\$			
Guadeloupe.	Franc	.1930	.0394	.0393
Martinique.	Franc	.1930	.0394	.0393

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

369. FLOUR, ETC.—A manufacturers' representative in Bridgetown, Barbados, is desirous of getting in touch with Canadian exporters of flour, oats, cornmeal, pollard, oilmeal, cheese, sardines, pickled beef, and pork products.

370. CANNED SALMON.—An Antwerp firm desire to hear from Canadian exporters of canned salmon. Prices c.i.f. Antwerp.

371. POULTRY.—A Glasgow wholesale fish and poultry merchant wants to import Canadian poultry. Firms interested should immediately get in touch.

372. EVAPORATED APPLES.—A firm of importers and exporters in Hamburg, Germany, are anxious to secure the representation of a Canadian exporter of dried and evaporated apples.

Miscellaneous

373. COD LIVER OIL.—An Egyptian firm is interested in the purchase of fresh pure Canadian cod liver oil—British Pharmacopœia—in 20-kilos tins.

374. RUBBER SHOES AND SPORTING GOODS.—A firm in Milan are open to import rubber shoes and sporting goods of all kinds.

375. RAW FURS.—A firm in Pavia, Italy, are desirous of securing business connections with Canadian exporters of raw furs.

376. SULPHITE PULP.—An Antwerp firm wish to act as agents for bleached and unbleached sulphite pulp manufacturers.

377. SULPHITE PULP.—A Swiss concern desire offers of sulphite pulp for the manufacture of artificial silk. Samples and, if possible, c.i.f. prices should be submitted.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To ANTWERP.—Montnairn, Canadian Pacific, June 5.

To SOUTHAMPTON.—Empress of Scotland, May 9; June 6; Empress of Australia, May 23; Montroyal, May 26; Empress of France, May 30; Montnairn, June 5—all Canadian Pacific.

To HAMBURG.—Empress of Scotland, May 9; Montroyal, May 26—both Canadian Pacific.

From Montreal

To ANTWERP.—Canadian Mariner, May 15; Canadian Traveller, May 25; Canadian Inventor, June 4—all Canadian National SS.; Beaverbrae, May 11; Metagama, May 16; Beaverford, May 25—all Canadian Pacific.

To AVONMOUTH.—Salacia, May 19; Concordia, June 9—both Anchor-Donaldson; Nessian, May 12; June 2; Nubian, May 26—both White Star Line; Bothwell, May 10; Bolingbroke, May 24—both Canadian Pacific.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, May 15; Lord Downshire, May 30—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Rancher, May 18; Canadian Trapper, June 1—both Canadian National SS..

To DUNDEE.—Cairnmona, Thomson Line, May 25.

To GLASGOW.—Carrientes, May 11; Athenia, May 18; Carmia, May 25; Letitia, June 1—all Anchor-Donaldson; Bothwell, May 10; Minnedosa, May 17; Bolingbroke, May 24; Melita, May 31—all Canadian Pacific.

To HULL.—Ariano, Furness Line, May 19.

To LIVERPOOL.—Laurentic, May 13; Doric, May 19; Calgaric, May 26; Regina, June 2—all White Star Line; Montcalm, May 11; Minnedosa, May 17; Montclare, May 25; Melita, June 1—all Canadian Pacific; Andania, May 11; Antonia, May 25—both Cunard Line.

To LONDON.—Canadian Mariner, May 15; Canadian Traveller, May 25; Canadian Inventor, June 4—all Canadian National SS.; Albertic, May 17; Megantic, May 31—both White Star Line; Beaverbrae, May 11; Beaverhill, May 18; Marloch, May 19; Beaverford, May 25; Beaverburn, June 1—all Canadian Pacific; Alaunia, May 11; Ausonia, May 18—both Cunard Line; Ariano, Furness Line, May 19.

To MANCHESTER.—Manchester Brigade, May 10; Manchester Division, May 17; Manchester Producer, May 24; Manchester Commerce, May 31—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnross, May 11; Cairnesk, May 18; Cairnmona, May 25; Cairnvalona, June 1—all Thomson Line.

To SOUTHAMPTON.—Albertic, May 17; Megantic, May 31—both White Star Line; Metagama, Canadian Pacific, May 16.

To BORDEAUX AND HAVRE.—Laval County, May 9; Tananger, May 25—both County Line.

To BREMEN.—Scatwell, May 19; Cairngowan, June 2—both Thomson Line; Lahn, May 12; Augsburg, May 26—both North German Lloyd.

To COPENHAGEN AND BALTIC PORTS.—Kentucky, May 12; Texas, May 25—both Scandinavian-American Line.

To HAMBURG.—Beaverhill, May 18; Beaverburn, June 1—both Canadian Pacific; Queens County, May 11; Brant County, May 18; Hagen, May 29; Hada County, June 5—all County Line; Seatwell, May 19; Cairngowan, June 2—both Thomson Line; Lahn, May 12; Augsburg, May 26—both North German Lloyd.

To ITALIAN PORTS.—Valfiorita, Lloyd Mediterraneo Italian Service, May 27.

To NORWEGIAN PORTS.—Ideffjord, Norwegian-American Line, May 18.

To ROTTERDAM.—Grey County, May 10; Augvald, May 19—both County Line.

To AUSTRALIAN PORTS.—Canadian Leader, Canadian National SS., May 19.

To NEW ZEALAND PORTS.—Canadian Highlander, Canadian National SS., May 25.

To SOUTH AND WEST AFRICAN PORTS.—Cariboo, Elder Dempster Line, May 15.

To SOUTH AMERICAN PORTS.—Segundo, Elder Dempster Line, May 26; Canadian Conqueror, Canadian National SS., May 15.

To PUERTO COLOMBIA, CARTAGENA (COLOMBIA).—Blairatholl, J. F. Whitney & Co., May 17.

To ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Runner, May 10; Canadian Squatter, May 24—both Canadian National SS.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Canadian National SS., May 23.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Hedrum, Ocean Dominion, May 18.

To ST. JOHN'S, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National SS., May 10, May 26; Rosalind, Canada SS., May 12, May 26.

To CORNERBROOK.—Nayarit, May 7, May 21; New Northland, May 16, May 30—both Clarke SS.

From St. John

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer May 19; Canadian Skirmisher, June 2—both Canadian National SS.

From Halifax

To LIVERPOOL.—Nova Scotia, Furness, Withy, May 23.

To ST. JOHN'S, NFLD.—Nova Scotia, Furness, Withy, May 23; Nerissa, May 8, May 22; Rosiland, May 15, May 29—both Red Cross Line; Farnorth, May 19; Sambro, May 12—both Farquhar SS.

To SOUTH AND WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., May 19.

To ST. PIERRE-MIQUELON.—Farnorth, May 19; Sambro, May 12—both Farquhar SS.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, May 18; Canadian Volunteer, June 1—both Canadian National SS.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, May 16; Andalusia, May 30—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, May 17; Empress of Russia, June 7—both Canadian Pacific.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Arabia Maru, Osaka Shosen Kaisha, May 14.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Tyndareus, May 15; Protesilaus, June 5—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, May 30.

To AUCKLAND, WELLINGTON, LYTTLETON AND DUNEDIN.—West Togus, American-Australian-Orient Line, May 13.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Rialto, Navigazione Libera Triestina, May 9.

To HAMBURG, ANTWERP AND BREMEN.—L. A. Christensen, May 16; Osiris, June 7—Hamburg-American Line.

To LIVERPOOL, LONDON AND ROTTERDAM.—Kinderdyk, May 15; Loch Gail, May 30—both Royal Mail Steam Packet.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Sambre, May 12; Grootendyk, June 2—both Royal Mail Steam Packet.

To MANCHESTER.—Manchester Enterprise, May 7; London Merchant, May 27—both Furness (Pacific) Ltd.

To SOUTH AMERICAN PORTS.—Leikanger, Westfal-Larsen Line, May 12.

To KINGSTON (JAMAICA), PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS).—Gundron Maersk, Canadian Transport Co., loading May 18.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act. Copyright Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Patent Act. Statistics Act. Trade Mark and Design Act.
Timber Marking Act. Inspection of Water Meters Act.
Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
Grain Inspection in Canada (1914). (Price 25 cents.)
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

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E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

J. H. English, Acting Trade Commissioner. Address for letters—P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Cantracom.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

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Italy

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Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

Commercial Intelligence Journal

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Deputy Minister: F. C. T. O'Hara

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FRUIT TRADE COMMISSIONER TO VISIT CANADA

Mr. J. Forsyth Smith, Canadian Fruit Trade Commissioner in Liverpool, sails on June 1 for Canada with the object of making a tour of the Dominion in the interests of fruit growers and exporters. He will remain in Canada until the end of September.

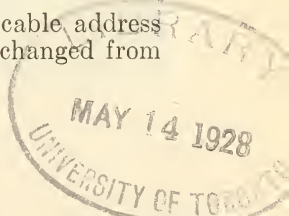
MR. COSGRAVE'S ITINERARY IN ONTARIO

Mr. L. M. Cosgrave, Canadian Trade Commissioner to China, is undertaking a tour of the Dominion in the interests of Canadian trade with that country. The following are the later dates of his itinerary in Ontario:—

Windsor.. . . .	May 14	Galt.. . . .	May 22
Sarnia	May 15	Kitchener	May 23
London.. . . .	May 16 to May 17	Guelph.. . . .	May 25
Woodstock.. . . .	May 18	Hamilton	May 28 to May 31
Brantford	May 21		

CHANGE OF CABLE ADDRESS FOR JAMAICA OFFICE

Canadian manufacturers and exporters should note that the cable address of the Jamaica office of the Trade Commissioner service has been changed from *Cantracom, Jamaica*, to *Canadian, Jamaica*.



SUMMARY OF THE TRADE OF CANADA: MONTH OF MARCH AND TWELVE MONTHS ENDING MARCH, 1928
(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of March, 1928				Twelve Months ending March, 1928			
	From United Kingdom		From United States		From United Kingdom		From United States	
	Total Imports	\$	Total Imports	\$	Total Imports	\$	Total Imports	\$
<i>Imports for Consumption</i>								
Agricultural and Vegetable Products.....	23,686,524	4,930,744	10,719,341	238,185,560	51,133,838	102,921,474		
Animals and Animal Products.....	7,578,640	4,603,038	4,596,218	65,790,021	6,090,435	40,582,857		
Fibres, Textiles and Textile Products.....	21,581,737	8,371,652	7,873,791	186,995,814	71,464,176	69,430,521		
Wood, Wood Products and Paper.....	5,723,334	343,671	5,080,530	51,750,324	4,360,348	43,992,228		
Iron and its Products... and their Products.....	35,055,472	1,455,369	33,038,768	259,573,668	17,725,719	233,901,420		
Non-Ferrous Metals and their Products.....	5,929,202	415,730	5,084,637	60,190,036	5,794,918	48,385,742		
Non-Metallic Minerals and their Products.....	11,995,267	634,229	9,984,100	153,049,138	14,467,621	117,447,997		
Chemicals and Allied Products.....	3,730,195	361,582	2,623,732	33,572,113	4,422,349	29,246,232		
Miscellaneous Commodities.....	5,174,314	796,110	3,716,643	59,848,892	10,429,147	41,157,483		
Totals, 1928.....	120,454,685	17,912,125	82,697,780	1,108,956,466	185,888,381	719,455,954		
Totals, 1927.....	110,617,177	16,313,466	76,638,266	1,039,892,505	163,939,065	687,022,521		
Totals, 1926.....	100,933,747	17,376,019	67,928,035	927,328,732	163,731,210	608,615,542		
<i>Exports (Canadian Produce)</i>								
Agricultural and Vegetable Products.....	43,954,882	17,923,771	4,708,237	555,110,598	310,219,344	56,090,789		
Animals and Animal Products.....	12,762,440	2,969,243	7,815,859	165,845,096	48,683,290	92,244,088		
Fibres, Textiles and Textile Products.....	28,787,314	1,177,576	343,117	10,904,073	1,896,794	4,922,004		
Wood, Wood Products and Paper.....	28,286,493	1,071,768	23,409,968	284,543,396	17,171,311	238,986,003		
Iron and its Products... and their Products.....	10,638,508	790,893	834,562	62,753,934	8,195,972	8,331,287		
Non-Ferrous Metals and their Products.....	10,100,871	1,849,471	4,677,477	90,840,441	15,696,472	44,114,419		
Non-Metallic Minerals and their Products.....	2,136,818	228,663	1,529,181	25,280,805	1,933,969	15,500,528		
Chemicals and Allied Products.....	1,880,670	475,153	922,959	17,892,904	4,238,426	8,678,200		
Miscellaneous Commodities.....	1,417,568	472,879	665,773	15,036,359	2,668,375	8,629,714		
Totals, 1928.....	106,974,564	25,928,922	44,907,133	1,228,207,606	410,704,153	478,006,114		
Totals, 1927.....	105,605,107	28,159,229	45,039,550	1,252,157,506	446,872,851	466,422,789		
Totals, 1926.....	112,304,910	29,488,155	43,714,606	1,315,555,791	508,237,560	474,987,367		
<i>Exports (Foreign Produce)</i>								
Totals, 1928.....	2,472,186	144,227	1,870,623	22,248,691	2,071,961	18,640,873		
Totals, 1927.....	1,612,726	82,184	1,427,472	15,415,636	1,146,233	12,912,441		
Totals, 1926.....	1,701,899	111,835	1,441,041	13,344,346	1,028,583	10,964,868		
<i>Excess of Imports (i) or All Exports (e)</i>								
1928.....	(i) 11,207,935 (e)	8,161,024 (i)	35,920,024 (e)	111,499,831 (e)	226,887,533 (i)	223,808,967 (i)		
1927.....	(e) 3,399,314 (e)	11,927,957 (i)	30,191,144 (e)	236,680,637 (e)	284,080,019 (i)	207,687,291 (i)		
1926.....	(e) 13,073,062 (e)	12,223,971 (i)	29,772,388 (e)	401,371,405 (e)	345,534,933 (i)	122,666,307 (i)		

NEW CANADIAN TRADE AGREEMENT ACTS

Three Canadian Acts were given third reading in the House of Commons on April 17, and in the Senate on April 25, respecting (1) a Treaty of Commerce and Navigation between the United Kingdom and Spain and an agreement between the United Kingdom and Spain regulating the treatment of companies; (2) a trade convention between His Majesty and the President of the Czechoslovak Republic; (3) trade between Canada and Esthonia, Hungary, Letvia, Lithuania, Portugal, Roumania, and the Serb, Croat and Slovene Kingdom (Jugo-Slavia). The Acts in question await Royal assent.

SPAIN

The Spanish Treaty Act sanctions the Treaty of Commerce and Navigation between the United Kingdom and Spain signed at Madrid on October 31, 1922, as revised by a Convention signed at London on April 5, 1927, as well as the agreement between the United Kingdom and Spain, signed at Madrid on June 27, 1924, regulating the treatment of companies. The Act is to come into force on a date to be fixed by proclamation in the *Canada Gazette*.

The tariff of Spain consists of (a) First Tariff, (b) Second Tariff, and (c) Conventional Tariff on some goods. The First Tariff is usually three times as high as the Second Tariff, while such Conventional rates as exist are the lowest in force. At the present time Canada, in consequence of an Exchange of Notes on April 10, 1925, grants to Spanish products the intermediate tariff in return for the Spanish Second Tariff. The new Spanish Treaty Act provides for establishing between Canada and Spain an exchange of most-favoured-nation treatment of each other's goods in respect of customs duties with special reservation in regard to Spanish treatment of the produce or manufactures of Portugal or the Spanish zone of Morocco.

CZECHOSLOVAKIA

The Czechoslovakian Convention Act approves the Convention of March 15, 1928, entered into at Ottawa by plenipotentiaries appointed by His Majesty and the President of the Czechoslovak Republic (see *Commercial Intelligence Journal* 1260: March 24, 1928). Czechoslovakia has in force a large number of conventional rates of duty lower than her general tariff. Under a temporary agreement entered into on December 20, 1926, Canada exchanged her intermediate tariff for Czechoslovakian conventional rates on a specified list of tariff items. The new Convention, briefly stated, provides for exchange of complete most-favoured-nation treatment in tariff matters between the contracting parties. It is for a four-year period and thereafter will be terminated by either party upon giving twelve months' notice.

SEVEN OTHER COUNTRIES

The Trade Agreement Act of 1928 accepts on the part of Canada certain provisions of treaties or agreements existing between the United Kingdom and the following countries: Esthonia, January 18, 1926; Hungary, July 23, 1926; Latvia, June 22, 1923; Lithuania, May 6, 1922; Portugal, August 12, 1914; Roumania, May 11/24, 1923; Serb, Croat and Slovene Kingdom, May 12, 1927. The Act stipulates that Canada is to grant these countries as favourable tariff treatment as is granted to any other foreign country so long as Canadian goods are given treatment by such countries as favourable as that granted to similar goods produced or manufactured in the United Kingdom. In other words, there is to be an exchange of most-favoured-nation treatment in tariff matters. The dates for giving effect to the several agreements are to be fixed

by proclamation in the *Canada Gazette*. The provision for terminating the arrangement is that prescribed in each treaty or agreement and varies.

Latvia, Portugal, Roumania, and the Kingdom of the Serbs, Croats and Slovenes have each tariffs comprising maximum and minimum schedules of duties, the maximum being applicable to non-treaty countries. Hungary has various conventional rates of duty lower than her general tariff, resulting from treaties with other countries. Esthonia maintains conventional rates of duty resulting from a Franco-Esthonian Treaty and there is proposed also a system of maximum and minimum duties. The Lithuanian tariff law has provision for increasing duties against countries not entitled to most-favoured-nation treatment.

Most-favoured-nation treatment under the Canadian tariff at present consists of the tariff reductions given to France in consequence of the Convention of Commerce of 1922.

THE UNITED KINGDOM BUDGET

TRADE COMMISSIONER HARRISON WATSON

London, April 25, 1928.—Mr. Winston Churchill's fourth Budget contains little which directly affects Canadian export trade, with the possible exception of the reduction of the duty on imported sugar.

The Budget, which was introduced into the House of Commons last night, is variously described as an "industrial" and a "constructive" Budget.

As a preliminary, it seems necessary to explain that a very considerable proportion of the abnormal growth in taxation which has developed since the war is attributable to the heavy increase in rates imposed by municipalities and other local authorities, as a result of outlay of various kinds which has frequently bordered on the extravagant.

Although the situation fluctuates widely, the increase has been universal, and in certain cases rates amount to over 100 per cent of the assessed value of the property.

This taxation, supplemented by the heavy growth in income tax and other national imposts, has imposed not only upon the industrial and trading community, but transportation in its various forms, a burden which has become almost intolerable, more especially for the branches of industry which are now exposed to the strongest competition from foreign rivals.

It is with the object of ameliorating this unfortunate condition of affairs that the Chancellor of the Exchequer has introduced, as the principal feature of his Budget, a plan for the relief of industry by the remission, from October, 1929, of 75 per cent of the local taxation which productive industry is at present called upon to pay. Simultaneously, agricultural land and farm buildings will be completely and permanently relieved of all rates.

The measure, however, reaches still further, because the concession is also extended to railways, canals, docks and harbours, upon the understanding that the remission of local rates is to be devoted to a corresponding reduction in freights and charges on coal, metals, etc., and also upon agricultural products, in certain proportions and under certain conditions. The decrease in the cost of transportation will obviously benefit the heavy industries, which are at present in such a depressed condition, and indeed generally, if indirectly, the industry and trade of the whole country.

The scheme propounded by the Chancellor of the Exchequer, if comprehensive, is also complicated, and while it has been generally well received by manufacturers and merchants, criticism is being offered at its coming into operation being delayed until the autumn of next year, while many branches of industry are calling for immediate relief.

Upon the other hand, as the adoption of the new legislation entails what is practically a complete overhauling of the existing system of local government

and the introduction of most radical changes, progress must be deliberate, and occupy considerable time.

The three essential features are: the provision of the necessary money; its employment to the best advantage; and reimbursement to the local authorities. The *modus operandi* proposed by the Chancellor is as follows:—

(1) The additional money required is to be provided by a duty of 4d. per gallon on imported light hydro-carbon oils.

(2) In order to ascertain the value of properties which shall be entitled to rate relief, and the apportionment thereof, special machinery is to be set up under the Valuation Ascertainment Bill, which is to be introduced immediately.

(3) A Local Government Bill is to be brought before Parliament next session, which will deal with reimbursement by the State to the local authorities, and the introduction of important alterations in the existing system of local government.

The proposals are particularly welcomed as an ingenious alternative to the method of securing relief to British industry by the adoption of protective import duties and other forms of safeguarding which are contrary to the fiscal and economic principles of a considerable proportion of the inhabitants of the United Kingdom.

Upon the other hand, the imposition of an import duty of 4d. a gallon on gasoline has created dismay among already overtaxed users of motor vehicles, and adverse criticism and protests are being made from all quarters, although it is uncertain that any definite political opposition will be offered.

The somewhat ironical position is created that whereas strong representations have been made to the Government for some years past for the introduction of a duty on imported petrol, in substitution for the existing system of taxation upon a horse-power basis (licences costing £1 per horse-power), the suggested remedy has been adopted without any corresponding relief.

It is not necessary here to deal with the general financial items which enter into the Budget, but it has been thought interesting, for the information of Canadian business men, to reproduce the schedule issued by the Chancellor showing the alterations in customs and excise duties which result from the introduction of new duties and changes in others. The table is self-explanatory.

It is therefore only necessary to call attention to the reduction in the import duty on raw sugar as likely to be detrimental to Canadian sugar-refining interests. It will be known that in recent years important quantities of Canadian refined sugar have been sent to the United Kingdom. The trade has, however, been casual and intermittent, in so far that its feasibility depends entirely upon current European prices returning a profit to Canadian refiners.

Whether the institution of Empire preference on imported buttons is going to offer opportunities to Canadian manufacturers remains to be seen. Upon several previous occasions this office, acting upon behalf of Canadian manufacturers of various kinds of buttons, has investigated the possibilities of securing a profitable outlet in this country. Past results have been wholly discouraging, and the discrepancy between the current ruling prices of most varieties and the lowest quotations which Canadian manufacturers could offer was so wide that it is uncertain that the gulf can be bridged by the preferential rebate of one-third which is now at their disposal.

The effect of the altered duty on British Empire negative films will be that in future negatives produced in Canada which comply with the Empire qualification, instead of paying 3½d. per foot upon importation into the United Kingdom, are liable only to a duty of ¾d. per foot. Although the greater proportion of Canadian films which are imported into the United Kingdom are prints, the proposed concession will be welcome if the legislation recently introduced by the British Government results in the largely increased display of Empire-made films at which it aims.

Proposed Changes in Taxation

CUSTOMS AND EXCISE

I. CHANGES IN EXISTING DUTIES

Customs	Existing Duties		Proposed Duties	
	Full Rate	Preferential Rate	Full Rate	Preferential Rate
	s. d.	s. d.	s. d.	s. d.
Sugar exceeding 99 deg. polarizationper cwt. {				{5 10
Sugar exceeding 98 deg. and not exceeding 99 deg. per cwt. }	11 8	7 4½	11 8	{4 9½
Sugar exceeding 97 deg. and not exceeding 98 deg. . .per cwt.	10 8½	6 9½	8 7	4 7½
(Other degrees at rates proportionate to the rate for sugar exceeding 97 deg. and not exceeding 98 deg.)				
Molasses, etc.—				
Containing 70 per cent or more sweetening matterper cwt.	7 5	4 8½	7 5	3 8½
Containing 50 per cent to 70 per cent sweetening matterper cwt.	5 4	3 4½	5 4	2 8
Containing 50 per cent or less sweetening matterper cwt.	2 7	1 7½	2 7	1 3½
Glucose—				
Solidper cwt.	7 5	4 8½	7 5	3 8½
Liquidper cwt.	5 4	3 4½	5 4	2 8
Saccharinper oz.	3 9	2 4½	3 9	1 10½

Excise	Existing Duties		Proposed Duties	
	s. d.	s. d.	s. d.	s. d.
British wineper gal.	1 0		1 6	
Sugar exceeding 99 deg. polarizationper cwt. }	7 4½		{5 10	
Sugar exceeding 98 deg. and not exceeding 99 deg.per cwt. }			{4 9½	
Sugar exceeding 97 deg. and not exceeding 98 deg.per cwt.	6 9½		4 7½	
(Other degrees at rates proportionate to the rate for sugar exceeding 97 deg. and not exceeding 98 deg.)				
Molasses, etc.—				
Containing 70 per cent or more sweetening matterper cwt.	4 8½		3 8½	
Containing 50 per cent to 70 per cent sweetening matterper cwt.	3 4½		2 8	
Containing 50 per cent or less sweetening matterper cwt.	1 7½		1 3½	
Glucose—				
Solidper cwt.	4 8½		3 8½	
Liquidper cwt.	3 4½		2 8	
Saccharinper oz.	2 4½		1 10½	

NOTE.—It is proposed that the preceding changes in duties shall take effect from April 25, 1928.

Customs

Cinematograph Films.—It is proposed to place British Empire films on the same basis as films produced abroad by British residents in this country. As from April 28, 1928, British Empire negative films will be admitted at the rate of duty applicable to blank film, provided they comply with the definition of a British film given in the Cinematograph Films Act, 1927.

II. NEW DUTIES

Customs

Mechanical Lighters.—It is proposed to levy a duty of 6d. each on imports of mechanical lighters and of component parts (other than flints) as from April 28, 1928.

Buttons.—It is proposed to levy a duty on imports as from April 28, 1928, for a period of five years at the rate of 33½ per cent ad valorem, with a preferential rebate of one-third in favour of Empire goods.

Hydrocarbon Oils.—It is proposed to levy a duty of 4d. per gallon on imports as from April 25, 1928. A rebate will be provided in respect of the heavy oils, thus leaving the tax in effect payable only in respect of the light oils such as petrol, benzol, kerosene, white spirit, and turpentine.

Excise

Mechanical Lighters.—It is proposed to impose a duty of 6d. each on mechanical lighters manufactured on and after April 28, 1928.

Petroleum Oils.—It is proposed to levy an excise duty of 4d. per gallon on stocks of petroleum oils where such stocks on April 25, 1928, exceed 10,000 gallons in the case of any one owner, but in the case of stocks for the owner's use no tax will be leviable if the stocks are used before May 1. A rebate on the heavy oils will be provided, as in the case of the customs duty.

IRISH FREE STATE FURNITURE MARKET

TRADE COMMISSIONER F. W. FRASER

Dublin, April 16, 1928.—In view of the numerous inquiries received from Canadian sources regarding the market for wooden furniture in the Irish Free State, the following notes based on a recent investigation of the situation are submitted for the information of interested firms, from which it may be concluded that under present conditions the prospects are not promising.

As the result of representations made to the Government by local interests engaged in the industry, a customs duty amounting to 33½ per cent ad valorem was imposed on all furniture made wholly or partly of wood and component parts thereof, whether wholly or partially manufactured, imported into Saorstát Éireann on or after April 24, 1925.

Presumably as a direct result of the imposition of this duty, imports of furniture and cabinetware, which amounted to £347,000 in 1924, dropped by over 50 per cent in value to £165,000 in 1925. A further decline amounting to almost 50 per cent of the 1925 imports took place in 1926, when total importations under this heading amounted to only £86,000. Separate figures have not yet been published showing the imports during the full 1927 period, but figures for the first nine months of 1927 again show a decline as compared with the corresponding period in 1926.

Eleven firms have established factories in the Saorstát since the beginning of 1925 for the manufacture of furniture of various kinds, bringing the total number up to 79. No figures are available as to the value of total production, but the number of new firms engaged in the industry, and the decline in imports, point to a substantial increase in production, and a number of old-established firms have increased their output. While this may indicate that the industry on the whole is prospering, it still remains to be seen whether or not the local product will be able to retain control of the home market. In so far as household furniture is concerned, local production is largely confined to the medium and cheaper grades, and importation consists chiefly of the finer grades, with the notable exception of Austrian bentwood chairs, which are brought in in large quantities. These chairs are sold at a relatively low price and are assembled prior to importation and delivered ready for sale.

The manufacture of office furniture has not advanced so rapidly as household furniture, and certain quantities of British and Continental manufacture are still coming in in spite of the high protective tariff. The demand for this type is on the whole limited, however, and local production appears to be on the increase.

Church and school furniture are also produced locally, and where possible preference is given to the home manufacturer. The possibility of importing furniture knocked down in the white has been considered, but inasmuch as the same rate of duty is applicable to partially manufactured furniture as to that completely manufactured, the saving would be small, and would hardly affect the expense of assembling and finishing after importation.

WEST OF ENGLAND ECONOMIC SITUATION

ASSISTANT TRADE COMMISSIONER LESTER S. GLASS

BIRMINGHAM AREA

Bristol, April 26, 1928.—Throughout the past month there has been an increasing amount of business done by the tube mills in the Birmingham area, with indications for better conditions generally throughout the iron and steel trade. Continental prices have increased and supplies are not coming in as readily as heretofore. During the latter part of the month the price of domestic pig-iron increased and remained firm. Orders have been coming in rapidly for considerable quantities; but, owing to the fact that consumers still anticipate cheaper supplies from the Continent, are almost solely for immediate shipment. Business in the edge tool trade is very slack; but with the advance of spring the manufacturers of garden tools and of construction road-building materials are busier. An increasing demand for metal lamps for the retail trade and for the use of manufacturers of automobiles and locomotives is reported.

Spring activities in the motor car and motor cycle trade have been rather disappointing, although business has been fairly steady throughout the year. The increase in the use of low horse-power cars is exemplified by a firm who recently spent \$2,000,000 in extending their plant to increase productive capacity 50 per cent. About 22½ per cent of this firm's output is exported. The demand for charabancs and motor lorries has been very good owing to a large extent to the contracts placed by the Government.

LEICESTER AND NORTHAMPTON

Leicester being the centre of the hosiery and knitting mills is greatly dependent on weather conditions for the stimulation of sales, and the bad weather of the past season has reacted adversely on trade. Due to low purchasing power in the coal-mining areas, the demand for heavy woollen knitted hosiery, for many years the backbone of this trade, has dropped. The artificial silk hosiery and piece goods industries, on the other hand, have been doing very well.

The boot and shoe industry of Northampton, like the hosiery trade of Leicester, has greatly fallen off, and for the same reason—the adverse weather conditions of last year—which have forced many of the cheaper grade retail stores to sell their stocks carried over from last year at low prices.

English traders believe that the peak of hide and leather prices has at last been reached and that there will shortly be some easing off. Towards the latter part of March there was a slight reduction in the price of hides.

SOUTH WALES

The memorial recently signed by all the South Wales Members of Parliament placed before the Premier the facts of the present distressed condition of the coal trade in that part of the country. This coal field is almost entirely dependent on its foreign trade and cannot recoup its losses in the export trade out of an increase in price of coal sold inland. These conditions, it is stated in the memorial, have been brought about by forces beyond the control of the colliery proprietors and the miners, who have done all that is possible to restore the industry to a sound economic basis. This is proved by the fact that the output per man has been increased, and that labour cost per ton has been reduced. The average pithead price has been reduced considerably in the last twelve months, being barely 10 per cent on the pre-war price, whereas the price of commodities used in the production of coal is about 36 per cent on the pre-war price. On the other hand, railway rates and dock charges are 94 per cent and local rates 200 per cent above pre-war; and royalties in South Wales are on the average 3d. per ton higher than in any other coalfield.

The serious plight of the industry was shown by trading losses which amounted in the twelve months ending January, 1928, to £208,855. Fifty-six collieries employing 26,370 men have closed down since January, 1927.

On March 24, 1928, there were employed 169,220 operatives in the South Wales and Monmouthshire collieries, a decrease of 12.1 per cent or more than 21,000 workers from the same period in 1927. This section of the field is made up of many small villages and towns more or less isolated and dependent almost entirely upon the mines as their means of support. The possibility is now being considered of moving bodily these communities from the sites of the unproductive mines to those where production is assured.

The only bright spot in this troubled area is in the South Wales tinplate industry, which has enjoyed very favourable conditions with prices now well above the maximum, and orders for future delivery are coming in satisfactorily.

UNEMPLOYMENT

The total number of unemployed in the Midlands area, of which Birmingham is the centre, was 124,605 at the end of March, a decrease from February of 14,276. In the Southwest, of which Bristol is the centre, the total of 60,699 represents a decrease from February of 5,022. In South Wales the decrease has been least marked, the total of 25,677 marking a decrease of 752 from February.

BANK CLEARINGS

A further increase in bank clearings is reported during the month of March, which perhaps is due to some extent to an increased activity on the Stock Exchange. These latterly have been rather quiet owing to the extremely unsettled conditions surrounding some of the favourite commodities such as rubber and heavy industrials, and April may show a difference in these figures. The following are the clearings of the three principal centres in this area:—

	1927		Percentage Increase or Decrease	Aggregate Weekly Totals to March 3	
	1927	1928		1927	1928
Birmingham	£11,740,000	£12,789,000	+ 8.9	£36,530,300	£36,340,900
Bristol	5,466,000	5,766,000	+ 5.4	15,429,000	16,140,000
Leicester	3,701,000	4,183,000	+ 13.0	11,279,000	11,704,400

CANADIAN WOOD FOR POWER LOOMS IN THE NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, April 23, 1928.—Following recent inquiries among power loom manufacturers in Lancashire who supply the textile industries of this area, with a view to stimulating the general demand for Canadian timber, considerable interest was shown in the possibility of extending the use of certain woods from the Dominion for parts of these looms.

Of the parts made from wood, the most important is the weaver's beam or warp beam. This must be made from the best seasoned timber, free from hearts and knots, and capable of being turned to a very smooth finish. Quebec pine has been used until recently almost exclusively for this work, coming in squares 16 feet by 4½ inches by 3 inches and bringing up to £70 per standard delivered. Consumers state that this pine in the required quality is now practically unobtainable, and consequently Douglas fir from the United States and Canada has been substituted, although a wood of lighter weight and slightly better quality would be preferred. Metal beams are now being used to some extent, particularly for looms exported to the Continent. Although the initial cost of the latter is higher, it is more or less permanent and will not warp as wood when exposed to variations in temperature.

The cloth beam which is used only as a roller for winding the cloth is made from Douglas fir. The quality of the timber in this case is not so important.

The timber square sizes for warp beam and cloth beam are as follows:—

(a)	(b)	(c)	(d)
4 $\frac{1}{4}$ inches	4 $\frac{1}{2}$ inches	4 $\frac{3}{4}$ inches	5 inches

From these sizes are turned to finish

(a)	(b)	(c)	(d)
4 to 4 $\frac{1}{8}$ inches	4 $\frac{3}{16}$ to 4 $\frac{1}{2}$ inches	4 $\frac{1}{2}$ to 4 $\frac{3}{8}$ inches	4 $\frac{3}{4}$ to 4 $\frac{7}{8}$ inches

From the above it will be noted there is a small margin on which to work and consequently the squares must be even and free from splits, otherwise there is a serious wastage.

Although the most conflicting information was received regarding the type of wood used for the hand trees, one manufacturer whose plant was visited by the writer was using pitch pine, and there seems little possibility at present of extending the use of Canadian wood.

The slay is the most important part of the loom. It is made from hand-picked first-quality Quebec pine free from knots, shakes, or hearts. A light-weight long-fibred wood is required, absolutely prime and well seasoned, as the slightest warp or twist will affect the weaving of the cloth. The wood is usually held by the manufacturer two years before using. The delivered price paid is approximately 1s. 2d. per linear foot 4 $\frac{1}{2}$ by 3 inches. Cast-iron has not been substituted in this case as the cost of machining appears to be too high at present. It is considered possible that British Columbia Western white pine may fill the requirements for this work, and should experiments prove this to be the case, there would appear to be an opportunity for this wood to take the place of the Quebec variety as the available quantity of the latter diminishes, thus retaining business to Canadian interests.

The only other parts of the loom made from wood are the two picking sticks. These are made from white hickory imported in squares from the United States.

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, April 4, 1928.—For the nine months of the financial year to March 31, the Commonwealth customs collections aggregated £32,384,134, being £964,141 less than the corresponding previous period, and compared with the estimate of the Treasurer of £33,600,000. The postal revenue for the nine months (stamps, telegrams, and telephones) was £9,041,166, or an increase of £449,041 over the first nine months of the previous fiscal year.

The trade returns for the eight months ended February substantiate the prediction conveyed in previous reports to the effect that financial institutions were imposing pressure to reduce imports. For the eight months the value of imports was £105,595,101 against £112,018,210 in 1926-27, or a decrease of £6,423,109. What effect the increased customs duties—operative in November and December—may have had upon the contraction in value of imports is impossible of deduction until comparative figures for a longer period are available.

Exports for the eight months ended February aggregated £99,135,333 and contrasted with £97,162,853 in 1926-27, but in the latter period were included bullion and specie to the value of £10,264,913 as compared with £2,986,129 in 1927-28. Hence, if total imports are set against total exports, the adverse balance of trade for the eight months of 1927-28 was £6,459,768 against £14,855,357 in 1926-27, when shipments of gold were £7,278,000 more than in the eight months of the current financial year. Wool (greasy, scoured, and tops)

as heretofore occupied the predominant position in the exports, the total value for the eight months being £49,928,045, or an increase of £7,785,000 as compared with the similar period of 1926-27.

Climatically, the season generally throughout Australia is shaping well. Copious rains have fallen in the wheat-growing areas, and farmers are now actively engaged in cultivating and sowing, while abundant grass has extended butter production and exports. Provided the late autumn and early spring months are favoured with normal conditions, production in the coming season, as compared with that in 1927, should show great expansion, thus furnishing country districts with increased purchasing power.

Trade is proceeding with a fair volume of demand, though without animation and lacking the buoyancy of former years. Unemployment continues to grow—especially that of unskilled labour—despite the strenuous efforts of the various State Governments to overcome the trouble by proceeding with development work, while municipalities have already placed many men in street construction and repairs, and other public works are contemplated to alleviate the situation.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—About the middle of March there was considerable animation in Australian wheat markets by reason of an improved demand overseas, with the result that some fair parcels (or part cargoes) were booked. This business was likely influenced by adverse climatic reports of the crop outlook in the northern hemisphere. As a consequence, prices have firmed slightly, although as this mail closes there is no marked activity in exports. Shippers express the view that prices will remain firm until the next season's harvest is available, because the bulk of the exportable surplus has already been shipped, and the domestic demand will probably require the comparatively limited supplies now left in the wheat-growing states. Since the beginning of December until the end of March, Australia exported some 20,756,357 bushels of wheat, which, with the combined equivalent of flour, aggregated 26,561,381 bushels.

To-day's price, on the basis of a bushel of 60 pounds, f.o.b. steamer at main Australian ports, is 5s. 8d. (\$1.38), or an advance of 1d. (2 cents) on the price ruling on March 8.

Flour.—During March the export demand for Australian flour revived to a slight extent. Inquiry indicates that some fair business was transacted, chiefly with Egypt, but millers emphasize that the prices accepted left them no margin of profit. In sympathy with the slight advance in wheat values, flour prices are higher than a month ago. The indications are that millers contemplate reducing their output; few mills are now running to full capacity and present commitments will soon be shipped. During the last week the demand has slackened.

To-day's quotations for standard quality flour, per ton of 2,000 pounds, f.o.b. steamer at main Australian ports, are:—

Packed in sacks of 140 or 150 pounds gross.. . . .	£11 2s. 6d.	(\$54 14)
Packed in hessian bags of 101 pounds gross.. . . .	£11 10s. 0d.	(55 96)
Packed in calico bags of 49 pounds gross	£11 17s. 6d.	(57 79)

From December until the end of March the total exports of Australian flour were 120,938 tons.

Freight Rates.—During March freight rates to the United Kingdom on part cargoes advanced by 2s. 6d. (61 cents) per ton in consequence of the better demand for wheat, the rate to-day being 30s. (\$7.30) per ton, but considerable forward commitments were previously booked at the lower rates ruling a month ago. Similarly, the rate on flour advanced to 32s. 6d. (\$7.91) per ton. To South Africa the rates, in each case, are 2s. 6d. (61 cents) less.

CONTEMPLATED EXPANSION OF AUSTRALIAN IRON AND STEEL MANUFACTURE

COMMERCIAL AGENT B. MILLIN

Sydney, March 28, 1928.—The Minister for Trade and Customs recently made a statement regarding a contemplated substantial expansion of the Australian iron and steel industry.

Subject to certain formalities now being completed, Dorman Long & Company Limited and Baldwins Limited, England, two of the largest manufacturers of iron and steel in the British Empire, whose products cover every class of iron and steel, also Howard Smith Limited, of Melbourne, who with associated companies have a very large industrial interest in Australia, have decided to join with Hoskins Iron and Steel Company Limited (the proprietors for the past twenty years of pipe and engineering works in Sydney and Brisbane and of iron and steel works at Lithgow) to establish and develop an iron and steel industry at Port Kembla, New South Wales, sixty miles south of Sydney.

It is proposed to call the company the Australian Iron and Steel Company Limited. It will have a nominal capital of £5,000,000 and take over the whole of the undertakings of the Hoskins Iron and Steel Company and the Australian business of Dorman, Long & Company, as structural steel engineers and fabricators (exclusive of the Sydney harbour bridge contract). Baldwins and Howard Smith Limited will have substantial holdings.

While intermittent work, as far back as 1852, was carried on, under rather primitive conditions, in the production of iron in New South Wales, it was not until 1908 that a plant, on a much larger scale, was opened at Lithgow in that state. Like many other industries, the Lithgow plant experienced many vicissitudes before it came under the ownership and direction of Hoskins' Iron and Steel Works Limited, which also has several subsidiaries.

Under an agreement, the New South Wales Government is constructing a line of railway to the ocean port of Port Kembla, and the company has arranged to install a new plant at the port at a cost of not less than £650,000 in addition to their old works at Eskbank, 100 miles west of Sydney, which have been established many years. In the first year after the railway is completed a further sum or £100,000 is to be expended on the works, and at least 100,000 tons of raw materials, or finished products, are guaranteed for the line. Building operations on the new plant have so far advanced that a new blast furnace will be completed in June next, and it is intended to proceed immediately with the erection of steel furnaces, electric power units, and other accessories of a modern plant. In addition, a plant will be established for the manufacture of centrifugally spun cast-iron pipes. To ensure that the plant will be up-to-date, members of the engineering and operating staffs have recently been abroad for that purpose.

Port Kembla is an artificial harbour quite safe for large vessels except when easterly gales are blowing, and these are of rare occurrence. It is well equipped with modern electrically operated appliances for the expeditious and economical handling of cargo. It is the chief shipping port for the South Coast coalfields. The coal from these fields is noted for its excellent steaming qualities and is the most suitable in the Commonwealth for coke-making purposes. Industries already established at Port Kembla include the Electrolytic Refining and Smelting Company; Metal Manufactures Limited; and Australian Fertilizers Limited. The electrolytic works are stated to be the second largest in the world. Metal Manufactures make copper wire, pipes, and all descriptions of copper work. Australian Fertilizers receive phosphates from Nauru and Ocean Island in large quantities and prepare it for marketing.

Iron ore is widely distributed in Australia and shipment to seaports is easy. Geologists estimate that there is one deposit of 53,000,000 tons of iron at present available. Limestone is also very abundant.

MANUFACTURE OF IRON AND STEEL TUBES IN AUSTRALIA

It is announced that the well-known Glasgow and Birmingham firm of Messrs. Stewart & Lloyds, manufacturers of piping, with branch sales warehouses in Australia, contemplate erecting a manufacturing plant at Newcastle, N.S.W. This line has for years been in strong competition with Canadian piping throughout the Commonwealth. When this plant is in operation, it is expected that the higher deferred Commonwealth customs duties will be imposed.

In fiscal year 1927 Canada exported tubes, pipe and fittings to Australia to the value of \$212,697 as against \$273,815 in 1926 and \$123,700 in 1925.

THE NEW ZEALAND LUMBER MARKET

I

Conditions in the Domestic Industry

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, April 4, 1928.—New Zealand's output of lumber is at present limited by the stands of seven principal tree species, six of which are soft woods. Rimu, or red pine, is the most important; kahikatea, or white pine, and matai, or black pine, are also of common occurrence; kauri, the largest tree of the New Zealand forest and found only north of 38° south latitude, is fast disappearing; totara is found throughout the North Island particularly; while the production of *pinus insignis*, largely from planted areas, is rapidly growing in importance. Two varieties of beech—red beech and silver beech—represent the bulk of hardwood resources and production. Rimu and kahikatea (55 per cent and 21 per cent respectively) furnish over three-quarters of the average annual volume of production, matai and kauri together some 14 per cent of the total, totara about 4 per cent, and beech, *pinus insignis* and unspecified species the remainder.

Lumbering is one of New Zealand's most important industries. Compared with agricultural production, it is of but secondary standing, but even so takes precedence over all other operations concerned with primary production. Of the various individual processes of secondary production, saw-milling and sash- and door-making stand third in the list of all operations, ranked according to value of products, and during the last five years have been exceeded in this respect only by the meat freezing and preserving and the butter and cheese manufacturing industries.

The number of saw-mills in operation has increased during practically every year since the war and is now about 375, of which almost one-third are in the Auckland district. Employment is provided for nearly 8,000 men and the average annual output of all mills approximates to 350,000,000 superficial feet, representing an average production of over 900,000 feet per mill.

The local market for lumber to be used in house building and other construction operations provides an outlet for practically the whole of the product of lumbering operations and of saw and planing mills, and in general may be considered as a more valuable and permanent one, from the point of view of the industry, than the same market provided by similar works in many other countries. This fact is a result of the almost universal preference for wooden houses as well as the practice of constructing commercial buildings of reinforced concrete, in which case large amounts of lumber are required for boxing and scaffolding. An important though decreasing proportion of the annual output is destined for the export trade to overseas countries, chiefly Australia, which has for many years consumed large quantities of New Zealand white pine. The demands of the construction industry and of foreign markets have from the beginning supplied the chief outlet for the products of the industry. Furniture

manufacturing, box shook making, and other factory operations have consumed smaller quantities to be used as raw material in further processes.

The use of wood-pulp for paper manufacturing within New Zealand or as an article of export to paper-manufacturing countries is not yet established. Only a small proportion of the native growth is suited to pulp manufacture, and such woods have to date neither proved sufficiently adaptable to these purposes nor has the established practice of importing paper supplies given way to anything but the slightest extent to that of local manufacture. Due to extensive afforestation during recent years, however, this condition may be regarded as of only temporary duration; a rapid growth from large plantations of *pinus insignis* is soon expected to effect a distinctly altered outlook to the question of raw material for pulp manufacture and the economy of a domestic paper manufacturing industry.

THE IMPORT TRADE IN LUMBER

The lumber import trade in New Zealand is of many years' standing and has resulted from the inability of the home industry to meet certain requirements of the market either in respect to quantity, variety, or price. The almost entire absence of hardwoods has resulted in a substantial annual import of considerable quantities of Australian woods of this type, while a well-established trade in cedar, Douglas fir, redwood, and hemlock has been carried on from the Pacific Coast regions of both Canada and the United States to New Zealand for many years. The purchase of these woods of North American growth has been necessitated partly by the demand for products of their particular quality, and not a few parcels have been imported on account of the variety of large sizes available. Price considerations have also entered quite largely into the matter, and it has not been uncommon to find Pacific Coast lumber quoted at considerably lower prices than the nearest corresponding product of local mills.

The annual consumption of lumber in New Zealand amounts to from 350,000,000 to 400,000,000 superficial feet, of which approximately 15 per cent have in recent years been imported from overseas countries. The following table will illustrate the volume and variety of the trade in imported lumber during the calendar year 1927:—

Imports into New Zealand of Lumber and its Products, Calendar Year 1927

	Canada 1,000 Sup. Ft.	United States 1,000 Sup. Ft.	Australia 1,000 Sup. Ft.	Other 1,000 Sup. Ft.	Total 1,000 Sup. Ft.
Ironbark logs . . . .	....	....	1,773	....	1,773
Rough sawn lumber—					
Cedar	1,162	1,190	25	....	2,377
Douglas fir	7,853	6,903	....	....	14,756
Hemlock	333	109	....	....	442
Redwood	261	7,116	....	....	7,377
Sawn dressed lumber—					
Douglas fir	1,149	1,734	....	....	2,883
Hemlock	1,332	425	....	....	1,757
Redwood	24	203	....	....	227
Butter boxes	90	2	....	1,775	1,867
Cheese crates	329	491	....	614	1,434
Poles . . . . .	....	....	6,374	....	6,374
Laths	426	272	....	....	698
Palings . . . . .	....	....	1,346	....	1,346
Sleepers . . . . .	....	....	4,281	....	4,281
Other	125	462	12,924	1,885	15,396
Totals	13,084	18,907	26,723	4,274	62,988

The gross value of these imports was £801,045. Australian woods, both on account of the volume in which they were purchased and the high value of hardwood shipments, made up over half of this total. The value of imports of Canadian origin was £101,884, and that of imports from the United States £187,582, the gap between these two figures being caused principally by a difference in value of redwood shipments amounting to £76,368.

The following review of the varying values of imports of Canadian and United States lumber during the last eight years is also of considerable significance:—

Import Values of Canadian and United States Lumber and Products, 1920-27

	Canada	United States
1920	£ 18,169	£104,088
1921	62,437	97,906
1922	46,884	30,842
1923	87,234	63,032
1924	134,205	110,101
1925	137,783	169,541
1926	151,047	235,643
1927	101,884	187,582

The heavy imports of the United States product in post-war years will be seen to have given way to increased purchases from Canada during 1922, 1923, and 1924. In the latter year the trade underwent a marked expansion, and while this has resulted in larger shipments from Canada, the increase was less rapid than that shown in loadings from United States Pacific ports. The serious reduction in imports of lumber during 1927 resulted chiefly from depressed market conditions throughout the country and a hesitation on the part of importers to confirm orders for anything above minimum requirements until details of the revised tariff had been made public in September last.

Several important elements appear in the present market situation, chief among which are the position of the local industry, the effect of the new tariff, and the competition offered by other lumber-exporting countries. The local saw-milling industry can be said to have passed through a more or less serious crisis during the last two years, a consequence of the slackening in the requirements of both the construction industry and the export trade to Australia. Price reductions consequent on reduced quotations of overseas exporters forced the liquidation of mill stocks at unremunerative levels and in numerous instances resulted in the closing down of less advantageously situated mills. Considered opinions regarding the progress of the industry during 1927, however, are to the effect that a greater degree of efficiency in production has been attained, and that reductions in employees and wage bills will shortly be paralleled by an increase in the average mill output.

The effect of the increased customs duties which have now been in effect for over six months has apparently been of minor significance—in fact, comparing the volume of imports of softwoods imported during the final quarters of the years 1926 and 1927, an increase of 3,574,620 superficial feet during the latter period is apparent. This situation bears out the opinion that amendments to the former tariff would have little effect on the volume of imported supplies, although the level of prices cannot fail to show certain increases.

Competition between exporters from the Pacific Coast of Canada and the United States, and which has recently resulted in larger shipments by the latter, has been characterized chiefly by extensive sales of United States redwood and the advantage of favourable shipping facilities from United States Pacific ports. Whereas the 1925 imports of rough sawn cedar amounted to 6,500,000 superficial feet, of which Canada supplied almost half, and the 1926 imports totalled almost 9,000,000 feet, of which Canada furnished well over one-third, the trade during 1927 amounted to only 2,377,000 feet, supplied in almost equal amounts by the two countries. At the same time redwood shipments from United States mills increased from some 3,500,000 feet in 1926 to over twice that volume in the succeeding year, while shipments of redwood from Canada are of negligible quantities. This is the outstanding change in the character of the lumber trade from the Pacific Coast during recent years. Shipping facilities available to United States exporters have at the same time worked towards similar though less important changes in the volume of imports of other woods. New Zealand importers, however, assured of even selection and a minimum of variations from

standard quality, look to the mills of British Columbia for a large proportion of future requirements of imported lumber. The permanency of the local lumber market may be regarded as assured by the inherent qualities of Canadian woods; its dimensions will depend to a large extent on the selection and thorough inspection of export shipments.

(NOTE.—The revision of the New Zealand tariff which took effect on September 14, 1927, involved an increase in the duties on rough sawn timber other than a few specified varieties from 2s. to 5s. per 100 superficial feet and on sawn dressed timber from 4s. to 7s. 6d. per 100 superficial feet. Ordinary rough sawn timber in lengths over 25 feet and of a minimum cross-sectional area of not less than 150 square inches is dutiable at 3s. per 100 feet. No preferential rates of duty are accorded to timber imports from British Empire countries.)

BUSINESS ACTIVITY IN JAMAICA

ACTING TRADE COMMISSIONER J. H. ENGLISH

Kingston, April 23, 1928.—The three months ending March 31 have shown indication of good business throughout the island, both for import and export trade. Practically all branches of local trade indicate a steady improvement, and the future is regarded with a great deal of optimism. Exports during the past few months have shown a healthy increase over 1926.

Last year's banana crop exceeded general expectations and proved exceedingly profitable. For the first ten months of 1927 exports amounted to 17,000,000 stems, as compared with 15,000,000 for the similar period of 1926. Other staple exports such as ginger, coffee, honey, and pimento showed some increase. While final figures showing the value of imports are not yet available, it is understood that these will be considerably higher than for last year.

The winter tourist trade, which is steadily growing larger and of more importance to Jamaica, will undoubtedly receive a stimulus with the completion of the 120-room hotel which is to be erected very shortly by a Canadian company. The enterprise is to cost in the neighbourhood of \$500,000, the bonds of which have been guaranteed by the Jamaican Government to the extent of \$200,000. It is understood that contracts for all the supplies and material will be let in Canada and Jamaica.

The formation of a banana producers' association, somewhat along the lines of the numerous fruit growers' associations in Canada, has caused considerable controversy on the island within recent weeks. According to the contract, the validity of which is now being contested by some growers, the association members are to receive 2s. per bunch on delivery, and a share of the net profits. The contracts are to hold good for a number of years, and during that period all produce grown on the members' property must be sold only through the association. At the present time it is estimated that 30 per cent of the planters in Jamaica have signed the contract. The contract for the purchase of fruit controlled by the Banana Association has been awarded to Mr. DiGiorgio, who has agreed to provide steamship services to the United Kingdom, Canada, and the United States.

The Shilling Package Tax, which has been in force since 1919, was abolished at a recent session of the Legislature, and went out of existence on March 31. Under this tax every parcel entering the island was subject to a charge of one shilling, and its abolition has met with great favour among merchant importers.

The Canadian National Exhibition at Toronto is receiving a good deal of attention in Jamaica, and recently a meeting of the Permanent Exhibition Committee was held to appoint a commissioner to have charge of the Jamaica exhibit and to discuss other relative details.

The recent gasoline war which has been raging during the past few weeks among oil companies in Kingston has terminated. Gasoline is now being retailed at 1s. 10d. per gallon.

IMPORT TRADE OF THE BAHAMAS, 1927

ACTING TRADE COMMISSIONER J. H. ENGLISH

Kingston, Jamaica, April 18, 1928.—The report of the Comptroller of Customs, Nassau, Bahamas, has just been issued for the year 1927, and indicates a decrease in total imports of some £214,825 from the year 1926. Imports of all classes totalled £1,844,932 in 1927 against £2,059,755 in 1926. Exports, on the other hand, increased during the year from £406,271 to £483,773, or £77,502. Classified under the headings adopted by the Board of Trade, the following are the complete figures for 1926 and 1927, with the increase or decrease in each class:—

	1926	1927	+ Increase — Decrease
Class 1—			
Cordials and liqueurs	£ 9,871	£ 11,664	+£ 1,793
Live stock	1,407	555	— 852
Malt	45,680	32,412	— 13,268
Provisions	406,896	375,528	— 31,368
Spirits	750,448	614,312	— 136,136
Wines	44,688	38,826	— 5,862
Tobaccos, including cigars and cigarettes . . .	24,787	20,926	— 3,861
Total Class 1	£1,283,777	£1,094,223	
Class 2—			
Raw materials	£ 61,306	£ 58,407	—£ 2,899
Class 3—			
Manufactured articles	£ 712,372	£ 688,618	—£ 23,754
Class 4—			
Miscellaneous and unclassified articles . . .	£ 2,013	£ 1,752	—£ 261
Specie	287	1,932	+ 1,645
Total all classes	£2,059,755	£1,844,932	

While detailed figures are not given in the official report showing the value of various commodities imported from each supplying country, it is interesting to note the following general increases and decreases of commodities by classes:—

CLASS 1.—*Increases*: Eggs, £1,019; fruits, £7,919; ice, £1,475; nuts, £1,122. *Decreases*: Ale, beer, porter and stout, £13,268; aerated and mineral waters, £1,371; butter, £1,472; coffee, £1,958; flour, £1,360; fish, £1,566; rice, £5,303; hominy, £1,837; jams, etc., £1,621; lard, £3,276; meats, £12,709; milk, £7,141; spirits, £140,175; sugar, £1,222; tobaccos, £3,861; vegetables, £1,507.

CLASS 2.—*Increases*: Plants, £1,258; shingles, £696. *Decreases*: Coal, £2,218; lumber, £2,760.

CLASS 3.—*Increases*: Books, printed, £973; chinaware, earthenware, and pottery, £786; electrical apparatus and appliances, £750; fertilizers, £9,685; films, cinematograph, £3,641; glass and glassware, £2,967; metals, iron and steel, manufactures of, £52,736; musical instruments, £2,155; oils, £5,490; packages, empty, £11,401; paints, £2,215; stationery, £1,526. *Decreases*: Arms, ammunition, etc., £4,259; bags, trunks, and valises, £841; bicycles, £651; boots and shoes, £10,216; cement, £2,558; cotton manufactures, £40,940; furniture, £3,658; hats and caps, £1,934; motor cars and trucks, £10,038; motor cars and trucks, parts of, £8,215; silks, £2,662; woollen manufactures, £4,182; haberdashery, £4,269; hardware £13,880.

It should be noted in reading the above table that while there appears to be a substantial decrease in imports of most lines from 1926, imports into the colony in 1926 were larger than in any year since 1923. Comparing the figures with 1925, which appears to be a normal year, imports in 1927 increased in total by some £183,945.

The total imports from all countries during the past year, as stated above, were valued at £1,787,315, of which £872,692, or 49 per cent was from British Empire countries, and the balance, £914,623, or 51 per cent, from foreign countries. In the preceding year British Empire imports totalled £1,017,460, and foreign £1,042,295; nearly the same in percentages as during 1927.

IMPORTS FROM THE PRINCIPAL COUNTRIES

In 1927, imports from the United States totalled £767,894 as against £880,645 in 1926. The principal items were, 1926 in parentheses: manufactured goods, £459,732; (£547,254); provisions, £225,071 (£254,545); raw materials, £54,909 (£53,069); tobaccos, £75,232 (£13,815); and wines and spirits, £10,033 (£9,856). Imports from the United Kingdom in 1927 amounted to £438,424 as against £525,625 in 1926: manufactured articles, £133,316 (£127,491); wines and spirits, £268,517 (£358,429); malt, £14,230 (£12,845); and provisions, £18,992 (£18,873). Imports from Canada in 1927 were valued at £401,498 and £462,273 in 1926, principally spirits, £278,168 (£341,894); provisions, £97,071 (£102,422); manufactured articles, £24,318 (£15,659). Imports from France in 1927 were valued at £45,576 as against £48,279 in 1926, principally spirits, wines, cordials and liqueurs, valued at £40,867 (£36,941), and manufactured articles, £4,059 (£10,719). Germany in 1927 exported goods to the Bahamas valued at £16,190 as against £32,244 in 1926, chiefly malt, £14,063 (£29,800). Jamaica provided imports to the value of £14,551 in 1927 as against £17,085 in 1926, which were chiefly made up of provisions and spirits, £5,375 and £7,120 being imported respectively in 1927 as against £5,271 and £10,072 in 1926.

During the past five years, 1923-27, the following table shows clearly the percentage of imports from the seven leading countries supplying this market:—

	1923	1924	1925	1926	1927
United States	50.5	48.2	44.6	42.8	43.0
United Kingdom	35.7	32.7	31.8	25.5	24.4
Canada	7.5	11.2	13.5	22.4	22.5
France	2.7	1.8	2.3	2.3	2.5
Germany	0.4	1.2	2.2	1.6	1.0
India	0.3	0.5	0.5	0.5	0.8
Jamaica	1.0	1.5	1.1	0.8	0.8

Imports from the two leading countries—the United States and the United Kingdom—have shown a continuous decline in proportion to the total from 50.5 to 43 per cent in the case of the former, and from 35.7 to 24.4 per cent for the latter. On the other hand, Canada's figure increased steadily and rapidly from 7.5 per cent in 1923 to 22.3 per cent last year, indicating an awakening interest on the part of Canadian manufacturers in this natural market.

SOUTH AFRICAN HIDES AND LEATHER MARKET

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, March 16, 1928.—South African manufacturers of boots, shoes, and leather goods are showing an anxiety regarding the continued rise in the price of hides, skins, and allied materials. The boot and shoe industry is still running on full time, and as yet has experienced no set-back nor any necessity to increase prices. An increase in price is imminent, however, as recent advances in raw materials have increased production costs an average of 1s. 6d. (35 cents) per pair. This would mean an increase to the South African consumer of from 3s. to 4s. a pair.

BOOT AND SHOE INDUSTRY

This South African industry has made marked progress in the last few years. Last year's production amounted to 3,654,600 pairs, the factories in Port Elizabeth accounting for 1,465,000 pairs, or over 40 per cent. The production for 1926 was 3,332,960 pairs. With the exception of infants' footwear, which is dutiable at 12 per cent, there is a duty of 30 per cent on boots and shoes imported into the Union.

Imports of leather footwear alone equal 65 per cent of the entire local production of all types. Great Britain is paramount in this trade and obtained

over 91 per cent of the business in 1926. There has been little change in this percentage for some years, and the 1927 figures, when available, are expected to show much the same ratio. Imports of leather footwear in 1926 were as follow: 417,971 pairs valued at £266,144 (Great Britain, 398,729 pairs valued at £253,059); women's, 1,172,939 pairs valued at £605,576 (Great Britain, 1,034,237 pairs valued at £517,644); children's, 211,951 pairs valued at £48,813 (Great Britain, 197,905 pairs valued at £45,715); infants', 321,867 pairs valued at £36,952 (Great Britain, 307,606 pairs valued at £34,560). Leather slippers are separately classified, the imports totalling 189,388 pairs and £28,467, Great Britain obtaining 170,068 pairs and £25,019.

Apart from leather, there are other types of footwear extensively imported, which, however, are little affected by fluctuations in the price of hides and skins. An item of interest to Canadian manufacturers is the import of rubber-soled canvas shoes, totalling 305,590 pairs in 1926, of which Great Britain obtained 151,996 pairs, mostly the cheaper variety, as against 106,780 pairs obtained by Canada in the higher class range. This is the only section of the boot and shoe trade on which Canadian manufacturers have made any impression except in rubber boots and shoes (including goloshes), imports totalling 146,004 pairs, divided almost equally between Great Britain, Canada, and the United States. Leather-soled canvas shoes amount to 90,379 pairs, and other footwear (felt, etc.) to 170,998 pairs, in both of which Great Britain obtains the usual 90 per cent.

TANNERIES

The last few years have seen appreciable progress in the tanning industry. At present there are about twenty fairly well-equipped tanneries in the Union, which is a fair average, considering the total white population of South Africa, 1,700,000. This is the only section which consumes leather products to any great extent, excepting the urban coloured community. In all there are about ninety firms listed as tanners, curriers, and leather merchants. Tanning materials for other than special uses are easily obtained locally. South Africa is a fairly large producer of tanning oils in the whaling stations at Mossel Bay, and imports the remainder of her needs mainly from Portuguese East Africa. Wattle bark is produced locally, and was exported in 1926 to a value of £592,830, with a further £3,731 in bark extracts.

HIDES AND SKINS

South Africa has always had a surplus of hides and skins for export, and local tanneries are always assured a plentiful supply. Exports in 1926 in dry ox and cow hides amounted to £608,825; wet hides, £311,164; angora goat skins, £52,025; other goat skins, £239,945; Cape sheep skins, £525,621; merino sheep skins, £722,212; coarse woolled, £105,825; sealskins, £13,174; wild animals, £6,752; ostrich skins, £29,755; all other, £3,747. The number of hides and skins exported and the percentage taken by various countries are: ox and cow, dry, 1,219,071 (57 per cent to Great Britain; Belgium, 8 per cent; France, 13 per cent; Germany, 13 per cent; Italy, 5 per cent); goat skins, 2,110,617 (France, 32 per cent; Great Britain, 42 per cent; United States, 16 per cent); sheep skins, 4,076,198 (France, 36 per cent; Great Britain, 35 per cent; United States, 22 per cent).

Against this there is a small import of ox and cow hides amounting to £12,681; goat and sheep skins, £425; all other kinds, £2,308.

Although there is no shortage in South Africa of hides and skins, there has been a distinct advance within the past few months in current prices. Hides and skins are world products and prices are controlled by world demand. In spite of a plentiful supply of raw material in South Africa, local leather manu-

facturers have found that they must pay world prices for their leathers. Judging from reports, there is a universal shortage which has doubled the price of hides within a few months. All countries are competing in all markets for the available supply.

In January, 1927, the local price for dry salted hides was 9½d. (18½ cents); to-day it is 18½d. (37 cents), and Union tanners are finding it difficult to obtain their requirements at this figure against overseas competition. Similarly green hides a year ago sold at 4½d. (9½ cents), whereas to-day they are 9d. (18 cents). All this is reflected in leather prices. Sole leather has jumped 40 per cent in value; calf leathers have advanced 20 per cent to 25 per cent; and patent leathers about 33 per cent. Other materials have advanced in sympathy 50 per cent, and a considerable increase in footwear prices is imminent.

The reserves of leather on which the industry has been drawing for the last few years are now apparently exhausted and henceforth yearly production will more effectively control current prices. The greatly increased production of women's footwear demanded by present-day fashions, and the demands of the furniture and motor car industries, are considered responsible for the greatly increased consumption of leather products throughout the world.

FUTURE PROSPECTS

South Africa has always produced more hides and skins than have been consumed locally, but the prospects are that the Union will be less able in future to make up for the deficiencies of other countries. Prolonged droughts in some sections of the country have cut down the herds considerably, and a temporary increase last year in the production of hides, to minimize losses, will be penalized in future years by the consequent shortage of cattle. The uses for leather are becoming increasingly diversified and greater demands will be made on the available supply. Leather footwear on the average consumes about 80 per cent, and South African manufacturers have a large potential market in the coloured and native populations of the sub-continent which will absorb more and more of the local hide production. The standard of living of this section of the community is constantly being raised and more leather products are being consumed. Shoes to the rural native are not a necessity, but are very much sought after, even if he only carries them on his back.

All things considered, the Union's surplus of hides for export shows prospects of decreasing, due both to increased consumption and decreased production. South Africa therefore cannot be expected to ameliorate the present acute position which prevails in the world's leather markets.

(A late newspaper report states that the export of dry cow hides rose 40 per cent in 1927. The imports of boots and shoes fell to 2,900,787 pairs from 3,027,087 pairs, a decrease of 226,300 pairs, or 7 per cent, which illustrates the growth of the Union boot and shoe industry.)

DENMARK EXPORTING MEAT IN WOODEN BOXES

A Danish company have recently undertaken experiments that are very interesting for the bacon industry. In Denmark as well as in Sweden pork for export has hitherto been packed in cloth wrappers, but it has been found that the meat becomes badly pressed during the transport in steamers and railway cars, which results in considerable losses of weight, the losses from this cause being estimated at several million kroner every year.

The new Danish meat boxes consist of six pieces easily put together, and thus the boxes permit of entirely free air circulation. The boxes are opened by means of turning a screw, and thereafter they are easily taken apart and taken care of as desired. It is anticipated that this new method of packing will bring great profits to Danish forest owners and box factories. Beech is mostly used as material. An annual production of some 200,000,000 boxes is expected as a beginning.

CONDITIONS IN THE UNITED STATES

TRADE COMMISSIONER FREDERIC HUDD

New York City, May 1, 1928.—The present trends in business conditions in the United States appear to be widely irregular. The last week has seen an advance in commodity prices, especially those of agricultural products, with an advance also in security prices. Steel prices, on the other hand, have fallen as a result of weakened demand, and some plants report a decreased output. Trade in general and agricultural activity have been affected by the continued cold and rain. As far as New York City is concerned, of the seventy-seven lines of business reporting to Bradstreet's in the last week of April, nine were better than, forty-two equal to, and twenty-six below a year ago. Two reported collections better than a year ago, thirty-three equal to, and forty-two below a year ago. The greatest improvement has taken place in automobiles, building materials, patent medicines, tires, woollen goods, worsteds, and laundries. Such important lines as groceries of all kinds, men's and women's clothing, lumber and other building materials, are equal in volume to last year.

The Federal Reserve Board's survey of wholesale business throughout the United States in March reflects declines in all lines, except groceries, meats, and drugs. March trade was seasonally larger than in February, but the increase was not as large as is usual at this season. Compared with March of last year, sales averaged 3 per cent smaller.

In contrast to the general situation is the continued production in the automobile industry. March production of passenger automobiles and trucks totalled 512,825 units, an increase of 27.5 per cent over the preceding month and 4.6 per cent over March a year ago—the largest monthly output since August, 1926. For the first quarter of the year the output was 968,032 units, an increase of 3.1 per cent over the like period a year ago, but a decrease of 12.6 per cent from the total for the first three months of 1926. These figures indicate a yearly production of more than 4,000,000 automobiles, as compared with a total of 3,394,000 in 1927. Sales of automobiles are reported to be "holding up well".

There is every indication that in all lines production is now closer to demand, as little over-production is reported. There are fewer complaints with regard to unemployment, due undoubtedly to the opening up of various kinds of outdoor activity. The building trades are active. Heavy construction contracts let so far this year involved \$1,094,493,000, as against \$877,884,000 in the same period a year ago. In the cumulative period for this year, \$721,598,000 went into private construction and \$372,895,000 into public works, including street and road construction.

Corporation reports now available for the first quarter of the year are reported to make a better showing than was generally anticipated—particularly in the case of the steel and automobile corporations. A development worthy of note is a fall in the number of commercial failures in the last week of April. Dun's report that the number of failures was 410, or 64 below the total of the previous week, and 68 below the corresponding week of 1927.

There is a firmer tone in the money market and funds are in greater demand for commercial purposes generally. Between March 21 and April 18, the Federal Reserve Board reports that total loans and investments of member banks in leading cities increased about \$410,000,000, reaching the highest level on record. A large part of this was due to loans on securities.

The Canadian dollar was at premium during the greater part of the month of April. At the time of writing it is at the slight discount of $\frac{5}{8}$ per cent.

FUR FARMING IN THE NETHERLANDS

TRADE COMMISSIONER J. C. MACGILLIVRAY

Rotterdam, April 20, 1928.—The interest in fur farming in the Netherlands is not great, and in this respect the country has lagged far behind Germany and Belgium and in fact nearly all the countries of North-Western Europe. At the time of writing there are only known to be approximately 61 pairs of breeding foxes in Holland, which are distributed among ten different establishments. These are located in the higher and dryer eastern part of the kingdom, principally in the provinces of Gelderland, Utrecht, and Overijssel. The largest is at Westervoort in the first-named, where there are fifteen pairs, although after whelping time it is expected that this number will be increased to over fifty. This same ranch is also the pioneer of fox farming in the Netherlands, having been established in 1925 with Canadian foundation stock.

The next largest establishment has ten pairs of animals, another has eight pairs, two have five pairs, three have four pairs, one three, and one two, while the number of foxes in captivity in Holland is small, this is due to the lack of enthusiasm rather than to any conditions which militate against the industry. There are considerable expanses of vacant moorland with a climate which is in many respects similar to that of Prince Edward Island, and there is no reason why there should not be a considerable expansion other than the high initial cost of the original foxes which is a deterrent to the many.

The large ranch referred to above is reported to have made a very substantial profit during the past year, and this may act as a stimulant.

Apart from foxes, there is some interest being shown in Holland in the farming of mink. One dealer has recently purchased 100 pairs of these in the United States. It is stated that while Canadian animals would be preferred, no one in the Dominion is in a position to actually make delivery. The dealer referred to is on the market for additional animals, a good demand for which exists in Germany as well as Holland, and if any breeders in Canada would like to be put in touch with him they are invited to communicate with this office.

CONDITIONS IN THE NETHERLANDS

TRADE COMMISSIONER J. C. MACGILLIVRAY

[NOTE.—1 guilder = \$0.402 Canadian.]

Rotterdam, April 23, 1928.—Although there has been a decrease in the Rotterdam port traffic and a slight falling off in coal production, the first quarter of 1928 cannot be regarded as unfavourable. The reports for 1927 of all the leading industries which are now being issued illustrate the healthy position of Dutch economic life, and almost without exception reflect a steady though moderate improvement in comparison with 1926. One of the brightest spots in Holland's commercial activities is the steady growth of Phillips' glow-lamp factory at Eindhoven, which is now the largest single manufacturing establishment in the Netherlands, with over 12,600 employees and an ever-widening domestic and export market for its products.

Both exports and imports were considerably in excess of those of the corresponding period of 1927, while State revenues have exceeded estimates by a substantial margin. For the month of March taxes from ordinary sources totalled 39,000,000 fl., which, although it was 1,000,000 fl. less than in March, 1927, was 200,000 fl. more than the estimate.

For the first three months of the year the revenues amounted to 120,000,000 fl., or 4,600,000 fl. less than in the same period of 1927, but 3,500,000 fl. in excess of the estimates.

FINANCES

The statement of the Netherlands Bank for April 2 shows a note circulation of 823,342,435 fl., compared with 796,958,115 fl. early in March and 840,031,910 fl. on January 2. Deposits show a sharp decline from 101,014,647 fl. on the latter date to 44,137,015 fl. on April 2. Foreign bills fluctuated but slightly during the three months and stood at 181,635,478 fl. at the close of the period. On the other hand, domestic bills and promissory notes fell from 138,866,379 fl. to 54,424,199 fl. Loans advanced from 137,680,986 fl. to 147,803,569 fl.

The money market eased early in February, with short-time loans quoted at $3\frac{1}{2}$ per cent and private discounts at $4\frac{1}{16}$ per cent. There was again a stiffening at the end of the month, which, however, disappeared in March, when the private discount fell below the official rate of 4 per cent.

The Stock Exchange has shown unsteadiness since the 1st of January, when it opened with a buoyant tone. The fall in the price of rubber caused large offerings of rubber shares and had a general depressing tendency. There have been advances in sugar and mining shares, but tobacco has been adversely influenced by rubber. Margarine has shown steadiness, while artificial silk has an upward trend.

Although Amsterdam cannot be classed with London and New York as an international centre for the supply of fresh capital, a glance at the new issues shows the important position it occupies. States and municipalities are the largest participants, followed by mortgage banks, industries, shipping and mining enterprises.

The month of March has been a particularly active one, and, deducting conversion loans, a total of more than 87,000,000 fl. was issued compared with 60,000,000 fl. in February and 43,000,000 fl. in March, 1927. Of the first amount no less than 40,000,000 fl. can be credited to the account of foreign issues, with new domestic requirements absorbing the balance. The most important of these was the 4 per cent obligation loan of the Municipality of Amsterdam for fifteen million guilders, which was offered at 98 $\frac{3}{4}$.

Among the foreign issues the Province of Buenos Aires secured \$2,500,000 at 6 per cent, while Germany called upon Dutch funds for an 8 per cent loan for the City of Karlsruhe at 98 $\frac{3}{4}$ and a 6 per cent loan for the United Rhine-Ruhr Waterways at 93 per cent.

The new issues offered on the Amsterdam market during January, February, and March, together with the comparative figures for the same period in 1927, in millions of guilders, are as follows:—

	Domestic		Foreign		Total	
	1927	1928	1927	1928	1927	1928
January	9	25	31	16	40	41
February	2	32	52	28	54	60
March	19	39	24	48	42	87
Total	30	96	107	92	137	188

PRICE INDICES

According to the Central Statistics Bureau, the general index figure for wholesale prices in February was 150, for January 153, and for February, 1927, 146. There was a sharp rise in the prices of pepper and maize, but a fall in potatoes, tea, alcohol, eggs, flax, and hides. In the six principal towns in the Netherlands the retail price indices were 149 in January and 148 in February. The housing statistics show 2,930 new dwellings completed in January and 502 demolished, leaving a net gain of 2,428. Unemployment for the same period was 13.8 per cent of the total, with those engaged with the fishing and building industries the heaviest sufferers.

INDUSTRY

A proposal to assist the Dutch pottery industry by increasing its protection from 8 to 15 per cent ad valorem for a period of three years was defeated in the States General by 52 votes to 40. The ceramic industry, which is centred in the Province of Limburg, has been complaining of injurious Belgian and German dumping.

There are reports current that the artificial silk industry is to be extended. It is stated that a new factory at Nymegen will give employment to 1,500 people, and the Twentsche textile industry is also reported to be contemplating the manufacture of artificial silk in addition to its other activities.

FLOUR-MILLING INDUSTRY

The 1927 report of the "Meelfabrieken der Nederlandsche Bakkerij", the largest flour millers in the Netherlands, which has only recently been published, states that the past year has been favourable. Domestic competition was not so severe and the better utilization of by-products and the installation of more modern equipment enabled them to meet foreign competition on a more favourable basis. Further additions of new plant are scheduled for 1928 and 1929. Large sums of indebtedness have been written off during the year and strong reserve funds have been formed.

FOREIGN TRADE

In comparison with the first three months of 1928, imports into the Netherlands show an increase of 103,966,023 fl. and exports an increase of 35,374,113 fl., leaving an unfavourable balance of 246,930,963 fl. compared with 178,339,053 fl. in the same period of 1927,

By main groups the values of the exports and imports for each quarter are as follows:—

	Imports		Exports	
	1927 Fl.	1928 Fl.	1927 Fl.	1928 Fl.
Living animals	771,229	1,140,023	4,890,864	7,568,856
Foodstuffs and feedingstuffs, human and animal, drinks:				
(a) Raw and semi-manufactured.	120,734,560	134,632,341	87,602,091	83,634,530
(b) Manufactured.	40,472,659	50,633,193	92,979,077	92,348,225
Raw and semi-manufactured materials:				
(a) Animal origin	27,538,864	35,774,991	14,325,067	17,977,929
(b) Vegetable origin	101,740,559	110,719,255	39,809,760	30,562,103
(c) Mineral origin	79,299,563	82,987,013	31,556,346	31,798,909
Manufactured products	232,714,365	264,213,994	155,117,158	194,152,196
Gold and silver coin and bullion	5,723,651	32,871,748	430,500	2,928,483
Other goods	1,409,954	1,398,869	5,355,488	6,469,233
Total	610,405,404	714,371,427	432,066,351	467,440,464

CANADA'S TRADE WITH HOLLAND

Regarding Canada's trade, no complete statistics are given in the monthly returns, and it is only by studying the principal commodities that the relative position of the Dominion can be determined. Imports of Canadian honey have declined from 170 tons in the first quarter of 1927 to 103 for the period under review. There has also been a sharp decrease in arrivals of the American product, while Cuba is credited with 844 tons against 338 last year.

Two hundred and twenty-two tons of fish meal came from Canada out of a total of 2,927 tons. The largest quantities were from Norway, the United Kingdom, and Germany.

Importations of wheat from Canada increased from 4,985 tons to 32,805 tons, while there was a marked drop in shipments from the United States. The Argentine heads the list of exporting countries with 46,347 tons out of the total of 131,982 tons. Canadian barley amounted to only half the quantity it did in 1927, while oats have more than doubled.

The United States has increased its lead in the flour market from 30,809 tons to 40,254 tons, but Canada's share has also gone up from 777 tons to 1,252 tons.

Fifteen tons of used sacks were imported from Canada during the quarter, whereas there were none during the first three months of 1927. Total imports were 4,292 tons, of which quantity 1,356 tons were from the United Kingdom.

SAFEGUARDING OF INDUSTRIES COMMITTEES' REPORTS

TRADE COMMISSIONER HARRISON WATSON

London, England, April 23, 1928.—There have been issued simultaneously the reports of several committees appointed by the British Government to consider and investigate applications made by United Kingdom manufacturers in several branches of industry for the imposition of an import duty.

The Board of Trade Committee which is dealing with *buttons* recommends that "a duty of $33\frac{1}{2}$ per cent, ad valorem, be imposed upon buttons of all materials (both finished and unfinished) of a description commonly used for the fastening or decoration of apparel, except when already in use on articles of apparel on importation".

The same committee, however, rejects similar applications which were made in respect to other fastening accessories, i.e. *snap fasteners*, *hooks* and *eyes*, *pins*, *safety pins*, and *hair pins*.

The renewed application in connection with *hosiery and underwear* of cotton or wool has also been refused, with the explanation that no case was made out, except in regard to cheap cotton underwear, and, to a lesser degree, cheap cotton hose, including half-hose. In the opinion of the committee, it is undesirable to single out a particular section of the industry, and in any case the evidence taken does not show that the position in these cases is sufficiently exceptional to warrant their being accorded special treatment by means of an import duty.

A third committee has rejected an application for the imposition of a duty on *monumental and architectural granite*, wholly or mainly manufactured. It is stated that the application failed upon the primary point that the industry is of sufficient importance to warrant the imposition of an import duty.

TRADE AND ECONOMIC CONDITIONS IN CHINA

T. A. SEE, OFFICE OF THE TRADE COMMISSIONER

Shanghai, March 29, 1928.—Conditions are improving generally throughout South, East, and North China. On the Yangtze River, as far up as the port of Hankow, trade is also much better than last year, but beyond this port it is considered unsafe to send goods owing to disrupted steamship communication. Everything depends upon the reorganization plans and policies of the various factions in control.

All stocks held over in Shanghai and other Treaty Ports from 1927 are fast being disposed of and will need to be replaced in the near future; but owing to the uncertainty of political developments, together with fluctuating and illegal taxes levied by the different factions, as well as depreciated paper currency in

the interior, both foreign and Chinese merchants are loth to commit themselves with big orders, unless a fair margin in cash is paid with each order. Merchants have been forced to adopt this procedure to safeguard themselves, owing to the abnormal conditions prevailing; but on account of the present financial stringency it is a great handicap to buyers and sellers who have been accustomed to do big business on credit.

According to the Customs Daily Returns, the total imports into Shanghai from Canada and exports to Canada from Shanghai for the month of January, 1928, are as follows:—

Imports.—Lead bars, 1,679 piculs; zinc (unclassified), 689 piculs; beer, 450 dozen; cigarettes, 17,350 mill; timber, hardwood, 42,866 superficial feet; leather, 567 piculs; flour wheat, 2,889 piculs.

Exports.—Skins (sundry), 3,000 pieces; oil, groundnut, 93 piculs; tea, black, 943 piculs; antimony regulus, 84 piculs. (1 picul = 133½ pounds.)

NEW ZEALAND DUTY ON LETTERS AND FIGURES OF CELLULOID

A recent notice in the *New Zealand Gazette* states that letters and figures and similar articles of celluloid or similar material suited for use in building advertising signs, and being articles which are not specifically enumerated in the tariff, and which are, in the opinion of the Minister of Customs, a substitute for letters and figures and similar articles of magnetized metal, shall be charged at the rate of 20 per cent ad valorem under the British preferential tariff (applicable to Canada) and 40 per cent ad valorem under the general tariff. In addition to this duty there is a primage duty of 1 per cent ad valorem.

NEW ZEALAND PROHIBITS USE OF COAT OF ARMS AS MARK ON GOODS

The *New Zealand Gazette* of March 22, 1928, contains a notice prohibiting the importation into New Zealand except with the consent of the Minister of Customs of all articles bearing the New Zealand coat of arms, or any colourable imitation thereof or design reasonably capable of being mistaken for the New Zealand coat of arms.

UNITED STATES TARIFF INQUIRY REGARDING POTATOES

The United States Tariff Commission on April 20 ordered an investigation into the differences in costs of production and certain other conditions with respect to white or Irish potatoes (tariff item 769) grown in the United States and those grown in competing foreign countries. The investigation is under the flexible provision of the United States Tariff Act of 1922 (Section 315, Title III), which provides the means for increasing or decreasing a rate of duty up to 50 per cent, depending on the report of the Tariff Commission after investigation. The present United States tariff on potatoes is 50 cents per 100 pounds.

STEAMSHIP SAILINGS FROM VANCOUVER TO SOUTH AMERICAN PORTS

The Westfal-Larsen Line, operating five vessels, of which two are motor ships, from Vancouver to the east coast of South America, intend to equip each of these five vessels with cold storage for 1,500 tons of cargo. This cold storage space will be available for shipments moving this fall. The Empire Shipping Company, Vancouver, are the agents for this line.

TENDERS INVITED

New Zealand

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Public Works Department, Wellington, for the following: Wellington-Tawa Flat Railway Division—two 12-ton trolley locomotives; four 4-ton trolley locomotives; seven 4-ton battery locomotives, together with spares and acid as mentioned in specification; two 150-kw. motor generator sets and switchgear; overhead line equipment. These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders, which close on July 17, should be addressed to the Secretary, Public Works Supplies and Tenders Committee, Wellington.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MAY 7

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 7, 1928. Those for the week ending April 30, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending April 30, 1928	Week Ending May 7, 1928
Austria	Schilling	.1407	\$.1412	\$.1412
Belgium	Belga	.1390	.1397	.1397
Bulgaria	Lev	.1930	.0072	.0072
Czecho-Slovakia	Krone	.....	.0296	.0296
Denmark	Krone	.2680	.2684	.2682
Finland	Markka	.0252	.0252	.0252
France	Franc	.1930	.0393	.0393
Germany	Reichsmark	.2382	.2393	.2392
Great Britain	£	4.86½	4.8831	4.8827
Greece	Drachma	.1930	.0131	.0131
Holland	Florin	.4020	.4034	.4034
Hungary	Pengo	.1749	.1750	.1750
Italy	Lira	.0526	.0527	.0527
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2679	.2678
Portugal	Escudo	1.0805	.0425	.0430
Roumania	Leu	.1930	.0062	.0062
Spain	Peseta	.1930	.1667	.1660
Sweden	Krona	.2680	.2685	.2683
Switzerland	Franc	.1930	.1928	.1927
United States	\$	1.0000	1.0007	1.0003
Argentine Rep.	Peso (Paper)	.4244	.4283	.4280
Brazil	Milreis	.5462	.1206	.1206
Chile	Peso	.1217	.1225	.1225
Colombia	Peso	.9733	.9780	.9780
Mexico . . . . .	\$	.4985	.4875	.4863
Peru	Libra	4.8665	3.9800	3.9810
Venezuela	Bolivar	.1930	.1930	.1930
Uruguay	Peso	1.0342	1.0358	1.0328
Cuba	Peso	1.6000	1.0000	.9996
Batavia, Java	Guilder	.4020	.4030	.4030
China	Tael	.....	.6468	.6468
India	Ruppee	.3650	.3662	.3662
Japan	Yen	.4985	.4735	.4705
Siam	Tical	.3709	.4575	.4576
Singapore, Str. Settlements . . .	\$	.5678	.5650	.5651
Jamaica	£	4.86½	4.8800	4.8800
Barbados	\$	} 1.0000	1.01½—1.02½	1.01½—1.02½
British Guiana	\$			
Trinidad	\$			
Other British West Indies . . .	\$			
Guadeloupe	Franc	.1930	.0393	.0393
Martinique	Franc	.1930	.0393	.0393

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

378. CANNED FRUITS.—A Dublin importer wishes to make connection with Canadian exporter of canned fruits.

379. CANNED SALMON.—Dutch firm are desirous of representing Canadian packers of canned salmon.

380. FLOUR.—A firm in Kingston, Jamaica, wish to obtain the agency of a Canadian flour mill.

Miscellaneous

381. FISH MEAL.—Dutch importer would like to hear from Canadian exporters of fish meal.

382. REPRESENTATION.—A British firm of commission agents in Puerto Plata, Dominican Republic, are desirous of representing Canadian exporters of all lines of goods, especially foodstuffs.

383. HAND SHOE TACKS.—An importing house in Leicester dealing in boot and shoe sundries are prepared to consider samples and prices on Canadian hand shoe tacks. Quotations in sterling are desired delivered Leicester; failing this, c.i.f. United Kingdom port in sterling.

384. MACHINE SHOE TACKS.—A Leicester house of importers of boot and shoe sundries and machinery will be glad to receive and consider samples and prices of machine shoe tacks. Quotations in sterling are desired delivered Leicester; failing this, c.i.f. United Kingdom port in sterling.

385. HARDWARE.—A manufacturers' agent in Lancashire with connection with wholesale hardware trade is desirous of representing in this area Canadian manufacturers of any specialty domestic hardware lines. Prices c.i.f. Manchester with catalogues requested.

386. CHURNS.—Dublin importer of dairy equipment would like to receive quotations on churns of from 600- to 1,200-gallon capacity.

387. WOOD WOOL (EXCELSIOR) AND WOODEN FRUIT TRAYS.—A London indent firm ask to be placed in correspondence with Canadian manufacturers of wood wool (excelsior) and wooden fruit trays (sizes 18 by 11 by 2½ inches, 2¾ inches, and 3 inches), for direct shipment to South Africa for utilization in the fruit-packing industry.

388. WOODEN MANGLE ROLLERS.—A London firm of manufacturers invite quotations c.i.f. London from Canadian manufacturers of wooden mangle rollers in the rough.

389. MINK.—Dutch fur farmer wishes to purchase live mink for breeding purposes.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To ANTWERP.—Montnairn, Canadian Pacific, June 5.

To SOUTHAMPTON.—Empress of Australia, May 23; Montroyal, May 26; Empress of France, May 30; Montnairn, June 5; Empress of Scotland, June 6—all Canadian Pacific.

To HAMBURG.—Montroyal, Canadian Pacific, May 28.

From Montreal

To ANTWERP.—Canadian Mariner, May 15; Canadian Traveller, May 25; Canadian Inventor, June 4—all Canadian National; Beaverford, May 25; Beaverville, June 8—both Canadian Pacific.

To AVONMOUTH.—Salacia, May 19; Concordia, June 9—both Anchor-Donaldson; Nessian, June 2; Nubian, May 26—both White Star Line; Bolingbroke, Canadian Pacific, May 24.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, May 15; Lord Downshire, May 30—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Rancher, May 18; Canadian Trapper, June 1—both Canadian National.

To DUNDEE.—Cairnmona, Thomson Line, May 25.

To GLASGOW.—Athenia, May 18; Coracero, May 25; Letitia, June 1; Carmia, June 8—all Anchor-Donaldson; Minnedosa, May 17; Bolingbroke, May 24; Melita, June 1—all Canadian Pacific.

To HULL.—Valemore, Furness Line, May 25.

To LIVERPOOL.—Doric, May 19; Calgaric, May 26; Regina, June 2—all White Star Line; Minnedosa, May 17; Montclare, May 25; Melita, June 1; Montcalm, June 8—all Canadian Pacific; Antonia, May 25; Andania, June 8—both Cunard Line.

To LONDON.—Canadian Mariner, May 15; Canadian Traveller, May 25; Canadian Inventor, June 4—all Canadian National; Albertic, May 17; Megantic, May 31—both White Star Line; Beaverhill, May 18; Marloch, May 19; Beaverford, May 25; Beaverburn, June 1; Beaverville, June 8—all Canadian Pacific; Ausonia, May 18; Aurania, June 1; Ascania, June 8—all Cunard Line; Valemore, Furness Line, May 25.

To MANCHESTER.—Manchester Division, May 17; Manchester Producer, May 24; Manchester Commerce, May 31—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnesk, May 18; Cairnmona, May 25; Cairnvalona, June 1; Cairntorr, June 8—all Thomson Line.

To SOUTHAMPTON.—Albertic, May 17; Megantic, May 31—both White Star Line; Metagama, Canadian Pacific, May 16.

To BORDEAUX AND HAVRE.—Tananger, County Line, May 25.

To BREMEN.—Scatwell, May 19; Cairngowan, June 2—both Thomson Line; Augsburg, North German Lloyd, May 26.

To COPENHAGEN AND BALTIC PORTS.—Texas, Scandinavian-American Line, May 25.

To HAMBURG.—Beaverhill, May 18; Beaverburn, June 1—both Canadian Pacific; Queens County, May 18; Hagen, May 29; Hada County, June 5—all County Line; Scatwell, May 19; Cairngowan, June 2—both Thomson Line; Augsburg, North German Lloyd, May 26.

To ITALIAN PORTS.—Valflorita, May 26; Vallemore, June 10—both Lloyd Mediterraneo Italian Service.

To NORWEGIAN PORTS.—Idefjord, Norwegian-American Line, May 18.

To ROTTERDAM.—Augvald, County Line, May 19.

To AUSTRALIAN PORTS.—Canadian Leader, Canadian National, May 19.

To NEW ZEALAND PORTS.—Canadian Highlander, Canadian National, May 25.

To SOUTH AND WEST AFRICAN PORTS.—Cariboo, Elder Dempster Line, May 15.

To SOUTH AMERICAN PORTS.—Segundo, Elder Dempster Line, May 26; Canadian Planter, Canadian National, June 9.

To PUERTO COLOMBIA, CARTAGENA (COLOMBIA).—Blairatholl, J. F. Whitney & Co., May 17.

To ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Squatter, May 24; Canadian Otter, June 7—both Canadian National.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Canadian National, May 23.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Hedrum, May 18; Spica, June 1—both Ocean Dominion.

To ST. JOHN'S, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National, May 26, June 11; Rosiland, Canada SS., May 26.

To CORNERBROOK.—Nayarit, May 21; New Northland, May 16, May 30—both Clarke SS.

From St. John

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer May 19; Canadian Skirmisher, June 2—both Canadian National SS.

From Halifax

To LIVERPOOL.—Nova Scotia, May 23; Newfoundland, June 9—both Furness, Withy.

To ST. JOHN'S, NFLD.—Nova Scotia, Furness, Withy, May 23; Nerissa, May 22, June 5; Rosiland, May 15, May 29—both Red Cross Line; Farnorth, Farquhar SS., May 19.

To SOUTH AND WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., May 19.

To ST. PIERRE-MIQUELON.—Farnorth, Farquhar SS., May 19.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, May 18; Canadian Volunteer, June 1—both Canadian National SS.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, May 16; Andalusia, May 30—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, May 17; Empress of Russia, June 7—both Canadian Pacific.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, Osaka Shosen Kaisha, June 5.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Tyndareus, May 15; Protesilaus, June 5—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, May 30.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Cajoot, American-Australia-Orient Line, June 13.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Leme, Navigazione Libera Triestina, June 9.

To HAMBURG, ANTWERP AND BREMEN.—L. A. Christensen, May 16; Osiris, June 7—both Hamburg-American Line.

To LIVERPOOL, LONDON AND ROTTERDAM.—Kinderdyk, May 15; Loch Goil, May 30—both Royal Mail Steam Packet.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Grootendyk, Royal Mail Steam Packet, June 2.

To MANCHESTER.—London Merchant, May 27; Pacific Shipper, June 10—both Furness (Pacific) Ltd.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—A steamer, Westfal-Larsen Line, May 26, June 26.

To KINGSTON (JAMAICA), PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS).—Gundron Maersk, Canadian Transport Co., May 25.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English), 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures; Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Acting Trade Commissioner, P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancoma.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancoma.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

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Ottawa, May 19, 1928

No. 1268

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FRUIT TRADE COMMISSIONER TO VISIT CANADA

Mr. J. Forsyth Smith, Canadian Fruit Trade Commissioner in Liverpool, sails on June 1 for Canada with the object of making a tour of the Dominion in the interests of fruit growers and exporters. He will remain in Canada until the end of September.

MR. HARRY A. SCOTT'S FORTHCOMING VISIT TO CANADA

Mr. Harry A. Scott, Canadian Trade Commissioner in Liverpool, sails on June 15 with the object of paying a visit to the Dominion in the interests of Canadian trade with his territory, which covers the North of England, Lincolnshire, North Midlands, and North Wales. Canadian firms who desire to get in touch with Mr. Scott or to interview him are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

UNITED STATES WHEAT CROP

Mr. Frederic Hudd, Canadian Trade Commissioner in New York, writes under date May 10, 1928, that the United States Department of Agriculture forecasts a wheat crop this year of 479,086,000 bushels. The abandonment of winter wheat is estimated at 25.1 per cent and the condition of the crop 73.8 per cent of normal. This year's abandonment may be compared with 37,-872,000 acres harvested in 1927, since the latest estimates of acreage remaining for harvesting is 435,858,000 acres. The acreage harvested in 1926 was 36,987,000 acres. The yield for this year is estimated at 13.4 bushels per acre, compared with 14.6 bushels per acre last year, and a total production of 582,384,000 bushels.

IMPORT TRADE OF GERMANY IN 1927

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, April 28, 1928.—The total imports of merchandise into Germany in 1927 were valued at 14,143,161,000 reichsmarks, of which slightly over half was comprised of raw materials and semi-manufactured goods. The import trade was active throughout the year. The monthly figures of imports gradually increased in the first part of the year until July, after which the figures remained more or less constant, but the largest import took place in November, when 1,290,500,000 reichsmarks' worth of merchandise was imported.

The United States, Argentina, and Great Britain were the chief sources of supply for the goods imported into Germany last year. Canada occupied the twelfth place. The following table shows the imports from the principal sources of supply in 1927:—

Imports into Germany, 1927

Source of Supply	Value in Million R.M.	Source of Supply	Value in Million R.M.
United States.	2,072.9	British India	526.1
Argentina.	1,070.7	Italy	524.8
Great Britain.	937.8	Belgium.	454.8
Holland	696.9	Russia.	432.8
France.	595.8	Dutch East Indies	407.2
Czechoslovakia	559.2	Canada	385.9

IMPORTS OF FOODSTUFFS

The part of the German foreign trade returns of most interest to Canada is that relating to imports of food products. The total imports of food and drink last year showed a considerable increase over the previous year and were valued at 4,350,425,000 reichsmarks as compared with 3,570,966,000 reichsmarks in 1926. The duties on agricultural products imposed in 1925 have not served to curtail the imports of such products as grain, beef, lard, butter, cheese, eggs, and fresh apples, but have greatly restricted the importation of manufactured foodstuffs such as flour, canned meats, and canned milk.

The following table summarizes the quantities of the principal food products imported into Germany during the last two years, and some of the corresponding figures for 1913 are given for comparison:—

German Food Imports

	In Metric Tons (2,204 Lbs.)		
	1913	1926	1927
Wheat	2,546,000	2,172,200	2,612,160
Wheat flour	17,900	121,700	59,500
Rye	352,500	245,600	787,900
Rye flour.	1,000	600	2,800
Beef	30,300	149,200	150,000
Pork	21,100	55,000	31,800
Bacon	1,600	10,300	5,200
Other meats	14,200	3,800	4,600
Lard	107,400	108,600	96,706
Milk, fresh	77,200	26,000	31,900
Butter.	54,200	97,800	108,300
Cheese	26,300	64,100	72,000
Eggs	166,800	236,200	162,700
Honey. . . . .	....	5,500	7,800
Dried fruit . . . . .	....	37,100	43,000
Fresh apples. . . . .	....	181,200	171,800
Canned fish . . . . .	....	6,600	9,300
Canned meats . . . . .	....	2,300	6,000
Canned milk . . . . .	....	3,000	800

It will be noted that there was a considerable increase last year in the importation of bread grains, the imports exceeding the 1913 figures. This was in consequence of the lower yield of the German crops in 1926 and the poor

quality of last year's grain harvest. It will further be noted that, following the increased duties imposed last year, the German imports of wheat flour fell to an average of 5,000 tons a month.

Exports of bread grains under the system of duty-free import licences in exchange for exported grain were considerably less than in the previous year, and for part of the year the system was suspended. The total exports of wheat from Germany last year amounted to 81,250 metric tons as compared with 286,700 tons in 1926. Poland and Great Britain received most of the wheat exported last year. Exports of rye in 1927 totalled 124,600 metric tons as against 280,500 tons in the previous year. In addition there was an export last year of 36,300 metric tons of wheat flour and 20,900 metric tons of rye flour. The exports last year of bread grains and flour were considerably below the pre-war figures, the exports in 1913 having amounted to 538,300 tons of wheat, 934,500 tons of rye, 194,800 tons of wheat flour, and 225,100 tons of rye flour.

IMPORTS OF FEEDING STUFFS

The German live stock industry is dependent upon large importations of foreign feeding stuffs. The past year was notable for the great activity of the import trade in feeding stuffs. Considerably larger quantities of fodder were imported and the quantities received tended to more nearly approximate the pre-war totals. The following table compares the imports of leading feeding stuffs for the last two years and 1913:—

	In Metric Tons (2,204 Lbs.)		
	1913	1926	1927
Barley	3,248,200	1,739,900	2,000,300
Oats	505,000	296,400	285,700
Corn	918,700	704,300	2,104,900
Mill offals, bran	1,414,300	362,900	605,200
Rice offals	206,500	39,200	108,500
Oil cakes	828,500	437,800	558,400
Fish meal . . . . .	....	82,000	113,500

IMPORTS OF RAW MATERIALS

The great activity of German trade and industry during the past year led to greatly increased importations of raw materials. The total imports of raw materials and semi-manufactured goods were valued at 7,148,956,000 reichsmarks as compared with 4,947,734,000 reichsmarks in 1926.

The importation of iron ore totalled 17,408,900 metric tons as against 9,553,400 tons in 1926. The imports of Newfoundland iron ore at 808,150 tons were more than double those of the previous year. The following table compares the imports into Germany during the last two years of certain minerals and metals of interest to Canada:—

	Metric Tons	
	1926	1927
Asbestos	9,000	15,900
Nickel ore	3,000	2,500
Nickel, raw, refined	1,800	3,500
Aluminium, raw	5,500	12,800
Copper ore	142,400	258,900
Copper, raw	146,500	230,800
Zinc, raw	100,100	146,600
Lead, raw	93,300	156,900
Graphite	15,900	26,200
Mica, raw	700	1,000
Feldspar	35,000	45,300
Talc	14,400	20,700
Magnesite	47,500	58,700
Molybdenum and other miscellaneous ores	2,500	3,000

IMPORTS OF MANUFACTURED GOODS

The total value of the finished products imported into Germany in 1927 was 2,466,575,000 reichsmarks. This was a larger total than for any of the other

year since the war and is nearly double the figure for 1926, when finished goods to the total value of 1,362,967,000 reichsmarks were imported.

A total of 11,383 passenger motor cars of a value of \$13,557,000 was imported into Germany in 1927 as compared with 9,701 cars in the previous year. The United States last year supplied 5,400 passenger motor cars; Italy, 2,493; Austria, 1,454; and France, 1,237. The import of motor trucks in 1927 consisted of 620 trucks, of which 537 came from the United States, as against a total import of 1,744 trucks in 1926.

In 1927 a total of 352,293 motor vehicle tire casings of a value of \$5,083,800 and 218,724 inner tubes for motor vehicle tires of a value of \$529,700 were imported into Germany. This compares with an import of 223,392 tire casings and 125,765 inner tubes in the previous year. In 1927 the United States supplied 181,868 tire casings and 80,030 inner tubes; Belgium, 95,201 casings and 76,188 inner tubes; Italy, 51,719 casings; France, 6,058 casings and 32,511 inner tubes; and Canada, 10,849 casings and 19,053 inner tubes for motor vehicle tires. The imports of rubber shoes into Germany last year amounted to 63 metric tons of a value of \$100,000, of which 36½ tons came from the United States.

Last year there were 3,366 harvesting machines imported into Germany as compared with 2,393 machines in 1926. The total value of last year's import was \$561,600 and the total weight of the imported harvesting machines was 2,489 metric tons, of which Canada supplied 1,646 tons and the United States 423 tons. There was also an importation last year of 3,532 tractors and motor ploughs, weighing a total of 3,739 metric tons, of which 3,572 tons came from the United States. In addition, a total of 7,151 sowing machines, hay presses, choppers, lawn mowers, and miscellaneous agricultural machines was imported last year. The total weight of these machines was 1,000 metric tons, of which 290 tons were imported from Sweden and 125 tons from the United States.

IMPORTS FROM CANADA

The German trade returns for 1927 give the total value of the imports from Canada at 385,900,000 reichsmarks (\$91,880,950) as compared with 262,100,000 reichsmarks (\$62,404,760) in 1926. Canada is mentioned as a source of supply for a larger number of items than in previous years. The following table shows the quantities of the chief items of import from Canada during the year 1927, as given in the German trade statistics:—

	Metric Tons		Metric Tons
Wheat	763,425	Sausage casings	705
Barley	371,582	Raw nickel	690
Rye	336,418	Buttermilk	379
Oats	31,669	Lard	351
Wheat flour	13,763	Cheese	287
Asbestos	9,304	Honey	211
Fish meal	4,260	Copper waste	171
Bran	3,631	Frozen eels	152
Corn	2,717	Salted pork	131
Raw zinc	2,422	White clover seeds	101
Harvesting machines	1,646	Butter	48
Zinc ore	1,467	Other metals, raw and waste	20
Chemical pulp	1,350	Raw furs	6
Raw lead	1,264		Pieces
Raw copper	1,240	Inner tubes for motor vehicle	
Miscellaneous ores	1,028	tires	19,053
Oil cakes	897	Casings for motor vehicle tires	10,849
Wooden logs	826		

Compared with the previous year, the German preliminary trade returns for 1927 show considerable increases in the imports from Canada of wheat, barley, rye, asbestos, bran, corn, raw zinc, harvesting machines, raw copper, miscellaneous ores, wooden logs, sausage casings, raw nickel, and frozen eels.

The most notable increases were in the imports of Canadian barley and rye. The preliminary trade returns for the previous year did not mention Canada as a source of supply for fish meal, zinc ore, chemical pulp, oilcakes, buttermilk, lard, honey, copper waste, butter, other metals, raw furs, and inner tubes and casings for motor vehicle tires, in all of which items a fairly considerable import from Canada was shown for last year.

The principal decreases shown in the imports from Canada last year as compared with 1926 were in wheat flour, oats, and cheese. The imports of wheat flour from Canada decreased from 33,000 metric tons in 1926 to 13,763 tons last year. There were also small decreases in the imports from Canada of raw lead and salted pork, while last year Canada was not mentioned as a source of supply for dried apples, animal glands, and other living animals, for which imports from Canada were given in the preliminary trade returns for 1926.

The German trade returns may now be regarded as a fairly reliable indication of the volume of trade between Canada and Germany. In the case of certain items it would appear that a proportion of the Canadian products shipped to Germany through ports in the United States continue to be credited as imports from the latter country in the German trade returns, but greater care is apparently being taken to check the origin of such imports. In the case of the main items of Canadian export to this country, the German returns furnish a substantially reliable indication of the volume of trade. Unfortunately the preliminary German trade returns do not give the values of the different items imported from Canada.

The Canadian trade statistics do not afford an entirely accurate indication of the volume of Canadian exports to Germany, for the reason that Canadian products shipped to Hamburg and re-exported from this port to Czechoslovakia and other countries are usually credited in the Canadian statistics as exports to Germany. Thus the bulk of the flour given as being exported to Germany is eventually consumed in Czechoslovakia. On the other hand, a considerable proportion of the products shown in the Canadian statistics as exported to the Netherlands and a part of those shown as exported to Belgium are eventually consumed in Germany, owing to the importance of Rotterdam and Antwerp as ports of entry for a large section of Germany.

The Canadian statistics of exports to Germany in the calendar year 1927 show an increase of \$9,477,195 as compared with the previous year. The following table indicates the development of Canadian-German trade, as shown in the Canadian trade returns for the last five years:—

CANADIAN TRADE WITH GERMANY

Twelve Months Ending December

	1923	1924	1925	1926	1927
Imports from Germany.. . . .	\$ 4,962,180	\$ 6,584,556	\$ 9,034,679	\$14,001,614	\$16,802,712
Exports to Germany.. . . .	13,773,291	24,994,780	31,077,476	30,706,040	40,183,235

Germany ranked last year, according to the Canadian trade statistics, as the third largest market for Canadian exports. The importance of the German market to the export trade of the Dominion is illustrated by the following table of the total value of Canadian products exported to the five chief markets in 1927:—

United States.. . . .	\$474,588,125	Japan	29,616,517
United Kingdom.. . . .	409,551,767	Netherlands	27,311,223
Germany.	40,183,235		

As previously stated, a part of the Canadian exports credited to the Netherlands would be consumed in Germany.

CANADIAN EXPORTS TO OTHER NORTHERN EUROPEAN COUNTRIES

The direct exports from Canada to the other countries included under the jurisdiction of the Canadian Trade Commissioner at Hamburg were not very large during the past year, with the exception of to Scandinavia. The Scandinavian countries and Soviet Russia are the only countries in this territory, besides Germany, which import direct the bulk of their supplies of Canadian products. Other of these countries, such as Czechoslovakia, Austria, and Poland, consume important quantities of Canadian goods, but these are usually consigned in the first instance to Hamburg, and for this reason appear in the Canadian trade returns as exports to Germany.

The following table shows the values of the direct exports from Canada to the countries covered by the Canadian Trade Commissioner at Hamburg in the calendar year 1927:—

<i>Total Value of Canadian Exports, 1927</i>	
To	
Germany	\$40,183,235
Norway	6,675,908
Denmark	6,185,143
Sweden	3,955,671
Soviet Russia	3,523,677
Finland	1,554,431
Czechoslovakia	1,240,859
Poland and Danzig	493,602
Austria	284,656
Estonia	180,869
Latvia	73,601
Lithuania	2,827
	<hr/>
	\$64,354,479

It is thus seen that the Canadian Trade Commissioner at Hamburg covers a territory with which Canada last year did an export trade of \$64,354,479.

The total value of Canadian exports to the above territory in 1927 was \$15,217,400 greater than in the previous year. Exports to Germany as seen above were greater by \$9,477,195. There were also increases of nearly a million dollars each in the value of direct Canadian exports to Norway, Sweden, and Czechoslovakia. Exports to Denmark and to Poland and Danzig were larger by nearly four hundred thousand dollars in each case. Canadian direct exports to Soviet Russia are almost three times the value of those in the previous year. There were also slight increases in the value of the exports to Austria, Estonia, and Latvia. On the other hand, the value of Canadian exports to Finland showed a decline last year of nearly half a million dollars, while the direct exports to Lithuania were half the value of those in 1926.

The importation of Canadian flour into Czechoslovakia in 1927 nearly attained the large volume of the previous year, but as this trade goes chiefly through Hamburg its volume is not fully indicated in the Canadian figures of direct exports to that Republic. The increased value of Canadian exports to Soviet Russia last year was mostly accounted for by the large shipments of binder twine and lead and zinc, but there was also an increase in the exports to that country of most kinds of agricultural machinery. With the other countries of this territory flour and grain continue to be the chief articles of export from Canada, but the trade in various other products tends to increase and will be reviewed in another section of this report under the respective commodity headings.

FUTURE PROSPECTS

The future prospects are encouraging for the extension of Canadian export trade with the territory under the jurisdiction of the Canadian Trade Commissioner at Hamburg. Canada supplies the foodstuffs and minerals which these

countries require to import. Although the territory comprises some of the most industrialized sections of Europe, there should be an increasing trade with these countries with those manufactured goods which the Dominion can sell in competition with the products of European industries. Among such goods may be mentioned agricultural implements and machines, motor cars, tires and rubber footwear, skates, safety razors, and calculating machines.

The trade in Canadian manufactured food products with certain of these countries is handicapped by the protective duties imposed in recent years and is not likely to be much increased beyond the present volume. The removal of the discrimination in duty against Canadian products is also a necessary adjunct to the further development of Canadian export trade with several of the countries comprising this territory.

There has been a great advance during the last two or three years in the stabilization of economic conditions in nearly all of the countries of Central and Eastern Europe. This stability in economic conditions should be reflected in greater exports of those products in which Canada can hope to do a permanent trade with this territory.

WEST OF ENGLAND DEMAND FOR PLUGLESS TAPS

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, April 27, 1928.—An interesting trade possibility has come to the attention of the Bristol office in reference to the sale of plugless taps. An important firm of West of England importers informed this office recently that to obtain delivery of an order for 1,000 taps they would have had to wait a year as the chief English manufacturer could only deliver at the rate of three dozen per week. Thus the extraordinary situation exists that deliveries would have necessitated a year. These taps are also coming in from the United States, but the firm referred to prefer where possible to purchase goods of Empire origin.

SPECIFICATION

These taps are made of japanned cast-iron, the range in size being $\frac{1}{2}$, $\frac{3}{4}$, $1\frac{1}{4}$, $1\frac{1}{2}$, 2 and 3 inches. British Standard Whitworth gas thread is called for in metal containers of all kinds. The English importing price is 1s. 10d. (44 cents) for the $\frac{1}{2}$ -inch and 2s. (48 cents) for the $\frac{3}{4}$ -inch tap. The retail price ranges from 3s. 9d. (91 cents at par rate of exchange) for the $\frac{1}{2}$ -inch up to 20s. (\$4.86) for the 3-inch. These prices are, however, subject to varying discounts.

The quantities required are comparatively small, but, as has been stated, a recent inquiry was received for 1,000 for some oil tanks. Quotations should be on gross lots of each size to begin with, and should be c.i.f. Avonmouth in sterling. Payment will be cash against documents, but orders would not be placed before sample is examined.

Packing is one to three dozen in a case, depending on the size of the tap. The method of packing is immaterial as long as it is effective.

USES FOR THE TAPS

The plugless tap is used for running off heavy liquids such as carbide sludge from acetylene generators, and also for crude oils, molasses, tar, treacle, paint, and other liquids of a glutinous nature. The great advantage of this type of tap is that no nuts or washers are required and grinding in is unnecessary. There being no plug, there is no possibility of a stoppage. An effective cut off is made by the use of a bronze piece which is kept in position by a stout spring.

These plugless taps are also made for wood barrels in the same sizes, but with bastard thread which will bite into the wood. As a matter of fact, any coarse thread would be suitable in the case of wooden container or barrels.

BRONZED OR TINNED TAPS

For ordinary use taps are simply japanned, but it has been found that certain important chocolate manufacturers in Bristol would have considered replacing their present taps with this plugless variety had it not been for the cost of removing the japanning and having the tap coated with copper and then nickel-plated or tinned. This is obligatory where such taps are used for food-stuffs. It is suggested, to meet this new demand, that taps instead of being japanned should be copper-coated and then tinned or nickel-plated in Canada. Samples could be submitted to chocolate manufacturers with the possibility of a steady business developing.

SAMPLES

Samples and illustrations of both types of plugless taps (including that with the British Standard Whitworth thread, as well as that suited for wooden containers) have been forwarded to the Department of Trade and Commerce, Ottawa, and may be obtained by interested firms.

The Bristol office will gladly follow this matter up on behalf of any Canadian manufacturer in a position to offer these taps.

CHANGING CONDITIONS IN WEST OF ENGLAND HAY TRADE

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, May 1, 1928.—With the coming of spring, farmers in the West of England are offering somewhat freely whatever hay they have left. It is impossible to forecast the English crop: May is a crucial month: little can be said before June. April was for England a very dry month with fifteen days of sunshine. It is predicted that if this dry weather continues for two weeks more, the English crop will be a very short one, chiefly affecting the clover yield. This would probably mean heavy sales of Canadian hay. On the other hand, given even a short period of rain, there will be an excellent crop. On the whole, the prospects are in favour of a good average crop and at time of writing clovers look extremely well.

LESSENED DEMAND IN THE CARDIFF AREA

With regard to the South Wales area, it is anticipated that prices will not change much until the end of June. Dealers state that if there be any alteration, it will likely be downward.

Large consumers in the West of England and Wales—i.e. the Army and the big colliery owners—are making smaller commitments for imported hay. The Army is being mechanized, whilst the demand of the South Wales collieries is decreasing owing to the depression in the coal trade and the closing down of many pits. Irish hay is being imported, and will continue to come into this country as cheaply or even more cheaply than Canadian supplies. At the time of writing Irish hay is 5s. (\$1.21 exchange at par) per ton less than Canadian.

The position summarized would appear to be thus: Given the average crop, production may be in advance of demand, and exporting countries will have to keep this factor in mind when offering. English growers of hay have no market but their own, and with the decreased Army consumption and the unfortunate position of the colliery companies, it would be as well to adopt a moderate view of the probable demands of this market.

PRICES

This last year Canadian hay opened in the vicinity of 80s. (\$19.46) and crept of to 82s. (\$19.94) to 84s. (\$20.43) per ton c.i.f. Avonmouth and Cardiff. With the closing of the Montreal season, prices jumped to 100s. (\$24.33) and even went as high as 105s. (\$25.54). The first commitments for the Montreal shipment of the new season are from 82s. to 84s. (\$19.94 to \$20.43) for mixed timothy and clover. In the West of England a trade is being developed in Canadian hay for racing stables and for hunting horses, and during the past winter the writer has heard of cases where Canadian hay has been bought at £5 (\$24.33) per ton with delivery charges of 15s. (\$3.65) to £1 (\$4.86). This hay was sold on a quality basis against English clover mixtures which went as high as £8 (\$38.93) per ton. Certain quantities of Montreal shipment which came into Bristol this last fall went to Newbury and Ascot, whilst fairly heavy shipments have been made to Cheltenham during the winter. There is some indication that consumers are taking no chances of a short English crop, as a Bristol firm has been advised to keep up the very high quality in imports of Canadian hay. This can only mean an anticipation of a short English crop of clover, keeping in mind as an alternative Canadian clover mixtures.

Canadian exporters interested in the West of England and South Wales markets should keep in touch with the Bristol office should they care to sell their supplies prior to the English crop coming on the market.

INDUSTRIAL CONDITIONS IN THE NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, May 1, 1928.—The cotton industry is the chief centre of interest at present in the North of England. The conference between employers and operatives has just broken down for the third time on the question of hours and wages with no arrangement for further meetings. The position is regarded as serious, nearly 500,000 operatives being involved, and particularly unfortunate at this time in view of the remarkable expansion in exports during the first quarter of the year. Exports of cotton, artificial silk, and mixed piece goods during this period were double those of the corresponding period of 1926. A significant feature of this trade is that almost one-quarter was in cloths containing around 50 per cent artificial silk, which would appear to justify recent opinions that artificial silk would save the Lancashire cotton industry.

The wool textile industry is at present chiefly concerned with movements in certain quarters in favour of the imposition of duties under the Safeguarding of Industries Act. Those opposed to this action point to the increase in exports of woollen tissues during the first three months of the present year as compared with 1927 as evidence of Bradford's ability to combat foreign competition. On the other hand, exports of worsted tissues show a decline during the same period with a considerable increase in imports.

The coal position in Northumberland and Durham continues to improve. The recent labour dispute in the Ruhr area in Germany has stimulated demand and the 8 per cent increase in wages awarded miners there will, it is believed, give British coal an advantage in competition with the German product.

The number of vessels launched on the Tyne for the first quarter of the year was twenty-two totalling 96,618 tons as compared with five of 19,510 tons for the corresponding period of 1927. There is, however, a slackening in new inquiries. Tests have been made during the month of the new Singapore floating dock which is being constructed on Tyneside, and it is anticipated that it will be completed in June.

The engineering trades have been quieter recently. The borings of the tunnel under the river Mersey at Liverpool have now been completed. The total cost of this tunnel will be over \$25,000,000, and according to present estimates it should be open for traffic in 1930.

LIVERPOOL IMPORTS OF CANADIAN FOODSTUFFS

TRADE COMMISSIONER HARRY A. SCOTT

Liverpool, April 28, 1928.—The following statistics covering importations of certain foodstuffs via regular steamers during the periods from April 1 to March 31 for the years 1925-26, 1926-27, 1927-28, respectively, will be of interest to Canadian exporters:—

	1927-28	1926-27	1925-26
Cheese	Boxes 157,596	210,876	271,207
Cheese, processed	Bundles* 48,025	56,454	83,064
	cartons and cases 11,060	7,690	....
Bacon, hams, etc.	Boxes 24,917	39,905	69,575
Bacon	Bales 31,215	40,201	39,377
Butter	Boxes	20,706	79,620
Butter	Kegs ....	....	100
Butter	Casks ....	....	100
Eggs**	Cases	1,100	5,850
Lard	Cases 2,047	12,210	5,298
Lard	Tierces 300	100	200
Tongues, ribs, etc.	Tierces and bbl. 561	430	689
Honey	Cases 430	25	667
Honey	Cartons 20	....	....
Apple juice	Cases 2,400	4,700	11,698
Apple juice	Kegs 267	....	....
Apples, evaporated	Cases 3,315	1,250	1,350
Apples evaporated, bundles containing 2½ cases	473	....	....
Poultry, frozen	Cases 100	1,131	1,736
Canned meats, fruits, etc.	Cases 47,558	14,504	10,255
Meats, frozen, including pork legs	Packages 38,528	61,204	63,148
Beef, chilled	Quarters ....	....	3,527
Beef, frozen	Quarters ....	....	8,310
Beef, frozen	Pieces ....	....	673
Lambs, frozen . . . . .	....	....	100
Lambs, chilled	240	....	....
Hogs, frozen	1,633	2,396	....
Salmon, frozen	Cases 11,204	13,456	6,451

* The word bundle is the regular trade term used when five to six small packages are batted together for transportation purposes.

** Eggs.—The only arrivals of eggs received during 1928 consisted of a shipment of 7 cases packed in a new style container, for experimental purposes.

BUSINESS CONDITIONS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, May 2, 1928.—The volume of output from the Clyde Shipbuilding yards during April was comparatively good, and the gross tonnage launched on the river during the first four months of this year compares favourably with the output of previous years. The number of new contracts which have been booked by the shipbuilding firms, however, has been much less recently than is necessary to make good the blanks caused by launches and completions, and for that reason the outlook is again somewhat disturbing. That condition has prevailed for some time, but now a new factor has appeared which may aggravate it.

The national Budget, made public last week, had as one of its principal features the help of productive enterprise by relieving it of 75 per cent of the rates or taxes levied by local authorities. Since the war these rates have been abnormal and crushing and are a first charge on industry, whether profits or losses are being shown. The resultant loss to the local authorities will be made good by the Treasury, the money to be found by an 8 cents a gallon tax on petrol (gasoline). Since these rating reform proposals were made public, it is stated that shipbuilders have found, when seeking new contracts, that ship-owners are inclined to delay placing orders until they see what effect the Budget proposals are likely to have on the price of new tonnage. Their argument is that, in addition to the shipyards themselves, the coal and steel industries, whose products enter so largely into the shipbuilding trade, are also to benefit,

and that the cumulative effect of this relief should make an appreciable reduction in the cost of new ships. Shipbuilders, however, point out that both the coal and steel industries are in a bad state, and that naturally those engaged in these industries will expect to reap some proportion of the benefit accruing from the rating relief, which in any case will not materialize until October, 1929. If it is the case that shipowners are postponing orders with a view to lower prices following rating relief, the shipyards are going to be hard pressed once more, as even at present orders for new vessels are not coming in in sufficient numbers to fill the berths left by launches.

Furthermore, it is pointed out that shipbuilding employers have offered their workmen an advance of three shillings per week, and if this is accepted it will more than wipe out any advantage accruing from the Budget proposals. Competent authorities suggest therefore that prices of ships are more likely to rise than fall.

During April, 19 vessels aggregating 28,434 tons were launched on the Clyde, as compared with 21 ships of 33,768 tons in April of last year, and 13 vessels of 35,900 tons in the same month of 1926.

For the first four months of the year the output was 60 vessels of 196,336 tons as against 47 ships of 77,900 tons for the corresponding period of last year, and 52 ships of 120,287 tons in 1926. The United Kingdom as a whole continues to maintain its position of world predominance in this industry. It has practically one-half the shipbuilding work of the world. At the present time British shipbuilding yards are engaged in the production of 315 vessels of 1,440,000 tons; whereas the world outside these islands is producing 352 vessels of 1,452,000 tons.

The iron and steel trade in Scotland remains quiet and there are no new developments. Export business is still slow, and home trade, though steady, shows no increasing activity. Until the shipyards become busy, there can be no pronounced improvement. But there is also room for much improvement in the demands of other steel-consuming trades at home and abroad.

Greenock, a few miles down the Clyde from Glasgow, is encouraged by the sugar proposals in the new Budget. This city has five sugar refineries, four of which have been closed down lately owing to the stress of foreign competition and to the heavy Government subsidy paid to the beet sugar industry. The Budget has remitted half a cent duty per pound on raw sugar. As a result, Messrs. John Walker & Co. of Greenock have arranged to reopen their refinery, which has been closed for six months.

A new era in railway travel was inaugurated in this country yesterday when "The Flying Scotsman," the name of the 10 a.m. train from London to Edinburgh and Edinburgh to London on the London and North Eastern Railway, began a daily non-stop run between the two capitals. The distance is 392 miles, and yesterday the respective destinations were reached 2½ minutes and 12½ minutes ahead of the hour of 6.15 p.m. laid down in the time-table. This is a world's record for a non-stop railway run, and is an answer to the previous world record held by the London, Midland and Scottish Railway inaugurated last year between London and Carlisle—300 miles. Previously the record was held for many years by the Great Western in their daily expresses both ways between London and Plymouth.

These new trains are the last word in luxury, comfort and speed. Among the innovations—for railway travel in this country—is a fully-equipped barber shop. The difficulty of the necessary change of engine crews has been overcome by the introduction into the service of an engine-tender equipped with a corridor running from the cab of the engine to the carriages behind. Water is picked up by the engine at full speed, as is customary in this country, from troughs extending perhaps half a mile along the centre of the line, into which scoops are lowered—the speed of the engine forcing the water up into the tanks.

REFORESTATION IN NEW ZEALAND

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, April 4, 1928.—Although New Zealand is a country of comparatively small size and is concerned chiefly with agricultural and pastoral production, its forest lands made up a considerable proportion of the total land area and constitute a valuable source of national revenue. Lumbering is one of the original industries and is still carried on extensively. The natural result of continuous woods operations and practical neglect of the question of future supplies has resulted in a steady depletion of forest resources—in brief, the situation in New Zealand is very similar to that existing in numerous other countries in which the forestry industry occupies a prominent place in the scheme of national existence. The realization of the necessity for conserving and replacing forest growth has resulted in numerous surveys of future requirements of wood products and of the types of forest production to which local conditions are best suited. Resulting action on the part of the Government, local authorities, and private organizations has placed New Zealand in the forefront of all countries concerned with the perpetuation of tree growth.

STATE FORESTATION

Systematic action by the Government in the way of preserving and extending tree growth dates from the year 1896, when three tree nurseries were established under the control of the Department of Lands. Shortly afterwards numerous similar operations were begun at various localities throughout the North and South Islands, and by 1927 the total area of state nurseries and plantations had grown to 98,891 acres. Investigations have covered the adaptability of all the more important tree species of the Northern Hemisphere to New Zealand soil and climatic conditions and have led to the conclusion that a comparatively small range of conifers will return the maximum of results obtainable. Large-scale plantings are now limited almost exclusively to *pinus radiata* (*insignis*), *pinus ponderosa*, *pinus laricio*, and Douglas fir. The remarkably rapid growth of pine forests and their proved economic value has led to the concentration on this species.

Four distributing nurseries are now maintained by the State Forest Service for the purpose of providing trees for its own plantation schemes as well as for operations contemplated by local authorities or private enterprises. No less than 214,765,634 trees had been raised in these nurseries up to March 31, 1927, when about 65 per cent of this number had been planted out on State plantations and 23,000,000 young trees had been furnished for private planting. During the year ended March, 1927, some 13,000,000 trees were planted on State-controlled lands and almost 5,000,000 were provided for private disposal.

COMMERCIAL FORESTATION

Rising prices in the lumber markets and predictions of the inadequacy of natural growth to meet increasing demands have led to the investment of private capital in numerous tree-planting companies. These ventures were first begun in 1923, but since that time have made quite remarkable progress until, during the year 1927, no less than 50,000 acres were planted with young trees and the total planted acreage owned or leased by such commercial enterprises was 67,701. The rapid development of these operations—which are, of course, in a very preliminary stage—may be gauged by the fact that planting was done in the previous year on some 16,000 acres only; the relative increase of over 200 per cent reflects the initial success attending these undertakings. Areas planted by private companies have in any years until 1927 been considerably less than those

under the control of the State Forest Service, but in that year exceeded the areas under Government operation by 30,000 acres.

Altogether sixteen corporations are now engaged in this branch of production. Some of them are organized on the ordinary basis of joint-stock companies, while others have adopted a type of organization whereby a small private company contracts with investors to convey to them through trustees by mortgage prescribed areas of land planted according to agreement and of due maturity. Operations conducted under the latter scheme have made up an important proportion of the total and liabilities to bondholders for paid-up instalments bulk largely in the figure of total liabilities of all enterprises now in operation. This latter figure stood at £1,448,921 at March 31, 1927, and at that time comprised paid-up capital of £339,662, mortgages amounting to £266,933, and other liabilities totalling £760,022, in addition to a few minor items.

Over 200,000 acres of suitable lands are now held by forest development companies, one-third of which area is already producing. Government-controlled areas of 100,000 acres and smaller parcels of land planted out by individual farmers and local government authorities with the assistance of the Forest Service bring the total acreage involved in such schemes to well over 300,000. The estimated area of land suitable for tree growth but hitherto unproductive has been set at 4,860,000 acres. Progress to date is thus seen to have accounted for the conversion of $6\frac{1}{2}$ per cent of the area of otherwise useless lands into productive form. Further developments will conceivably result in New Zealand's achieving a greater degree of independence from foreign-grown supplies of lumber; an increase in efficiency in the lumbering industry would appear certain to follow the maturing of the growth now initiated, and the development of a pulp and paper manufacturing industry, drawing on artificially developed forests for its raw material, may conceivably follow.

COMMERCIAL NOTES FROM NEW SOUTH WALES

COMMERCIAL AGENT B. MILLIN

Sheep of New South Wales

Sydney, April 5, 1928.—Estimates made by the Government Statistician on the basis of progress totals derived from the sheep returns recently collected show that at December 31, 1927, there were in the vicinity of 48,000,000 sheep and lambs in New South Wales as compared with approximately 55,000,000 at June 30, 1927, and 54,630,000 at December 31, 1926.

It is estimated that approximately 53,000,000 sheep and lambs were shorn or reserved for autumn shearing in the current season, yielding approximately 403,000,000 pounds of greasy wool, giving an average clip, including crutchings, of 7.6 pounds. There were approximately 5,200,000 sheep and lambs slaughtered during the year 1927.

Liquor Prohibition Referendum

A referendum on the question of prohibition of alcoholic liquor, with compensation, will take place throughout the State on September 1 next. Only a simple majority of the valid votes polled will be necessary to carry prohibition, and electors will be compelled to vote unless they can provide a valid excuse. The latest figures available show that the value of the drink bill for the year in the State was £11,670,000, an average of £5 3s. 7d. per head.

Queensland's Cotton Crop

This year's cotton crop is expected to yield about 13,000,000 pounds of seed cotton, as against 7,059,000 last year. It is stated that Australian manufacturers last year purchased the whole of the crop, but at the present time they have large stocks on hand, so that it is possible a considerable portion of this year's yield will have to be exported.

Glut of Apples in New South Wales

Owing to the exceptionally favourable season, there has been a great glut of fruit in New South Wales. It has been estimated that there are over 1,000,000 cases of apples awaiting consumption, and a conference was recently convened by the Agricultural Department to devise means of disposing of the fruit. A considerable amount will be shipped abroad; but there is a great lack of shipping space.

SYDNEY WOOL SALES

COMMERCIAL AGENT B. MILLIN

Sydney, April 5, 1928.—Viewed from a seller's standpoint, the wool-selling season, which practically concluded in Sydney this week, has been an unqualified success. An expeditious and uninterrupted run from the beginning of September to date has turned wool into money aggregating nearly £26,000,000 as compared with £26,349,000 for the whole of last season and £23,744,076 in season 1925-26. About 50,000 bales in addition, to a value of about £1,300,000, will be sold before the end of June, so that this season's total will establish a record.

The total Sydney wool sales for the season have now reached 1,003,877 bales, which compares with 984,111 bales during the corresponding period of last season, 1,124,931 bales during the whole of last season, and 1,067,922 bales during the 1925-26 season. With the unsold 50,000 bales, the season's total should reach 1,050,000. Thus for the third season in succession, the Sydney market figures will exceed the million-bale mark, which is stated to be a record unapproached in any part of the world.

The demand for wool ruled strong to the last, despite the fact that the catalogues were of a miscellaneous character. The level of values for all good merinos was fully equal to the best point of the season, and whatever irregularity was noticeable was merely a reflection of the character of the offerings. Cross-breds continued in keen demand at full values. The outlook for the next few months is sound. Trade in consuming centres is improving, and machinery activity is more marked than at this date last year. The trade seems to have surrendered to the raw material, and it is more a question lately of securing supplies to cover the off-season than an argument over values.

A hand-to-mouth policy, both as regards wool stocks and stocks of manufacturers, left the English trade short, and the Continental and Japanese sections, contrary to expectations, did not ease down at all. The result is that many wool importers have light stocks, and thus the prospects for any wool marketed in the off season are bright. There is therefore every reason to anticipate that when on August 20 the next season opens stocks will have almost reached vanishing point.

AUSTRALIAN WOOL SALES

The total turnover in all Australian wool-selling centres amounted to 1,967,888 bales valued at £49,409,641. Of this number 1,896,285 bales were greasy wool and 71,603 bales were scoured. The average value per bale for the

eight months was £24 18s. 1d. for greasy and £29 10s. 6d. for scoured, or taking the two descriptions together, £25 2s. 2d. The value per pound all round averages 19.88d.

The United Kingdom took 595,434 bales; France, 407,349; Germany, 289,954; Japan, 226,188; Belgium, 198,036; Italy, 94,313; North America, 77,748; and Russia, 22,943 bales.

TRINIDAD FOODSTUFFS MARKET REVIEW

J. HELEN FRANCIS-LAU, OFFICE OF TRADE COMMISSIONER

Port of Spain, April 20, 1928.—During the month of March, market conditions showed a slight improvement over the previous month.

Flour stocks of all grades still continue heavy, but the sharp advance in quotations from abroad has been reflected in retail prices which have improved, and the general tone of the market is better. Prices quoted were per bag, bakers, \$8.25; extras, \$7.50; and supers, \$6.75.

Pickled Beef and Pork.—There have been heavy arrivals of pickled beef from England at low prices; this has had a depressing effect on the market and prices have receded appreciably. Beef was sold at \$31 per bbl. as compared to the previous month of \$33 per bbl.

There is little change at the moment to report as regards pork; the general undertone of the market, however, is easier, and sales remain the same at \$28 per bbl.

Fishstuffs.—Throughout the month the market remained firm with a good demand; there is practically no Newfoundland fish in stock, and prices have advanced in consequence.

Butter.—At the close of the month under review, prices from sources of supply advanced sharply, and the market reacted in sympathy to the extent of \$32 per case as compared to \$28 for the previous month. There is quite a large stock of French butter on the market at the present time.

Vegetables.—Garlic arrivals have been lighter; price is a trifle better than last month. Quotations were made at \$18 per 100 pounds as against \$12 in the previous month. Onions of good quality are not plentiful, and prices are very firm. Quotations were made at \$12 per 100 pounds as against \$7 last month. Potatoes have improved since last reported and stocks are lighter. Dutch and Canadian potatoes are scarce at the present time. Quotations were made at \$2.75 to \$3 per 100 pounds.

Sugar.—Seasonable weather has enabled good progress to be made with the reaping of the crop, which is well advanced, and several shipments of greys were made to Canada, and yellows to London last month. Sales of yellow crystals for local consumption have been effected at \$4.15 to \$4.25.

Cocoa.—Following a few weeks during which but very little cocoa was marketed, supplies have again become more general, and a continuance of deliveries on a fairly moderate scale is now anticipated for some time to come.

On improved inquiry, principally from the United States, the market firmed up considerably during the latter part of the month, and still remains quite strong with ready sale at prices varying from \$14 to \$14.50 per fanega according to quality, and indications of greater values continuing to advance.

Weather conditions continued dry and seasonable, and admirably suited for the reaping of the sugar crop.

HAVANA POTATO MARKET

TRADE COMMISSIONER JAMES CORMACK

Havana, May 3, 1928.—At the end of this month the higher rate of customs duties on imported potatoes ceases for the next six months, and it is consequently expected that the exports of Canadian potatoes to Cuba will increase. That date also coincides with the virtual exhaustion of domestic supplies. It is, however, unfortunate that the lower duties prevail during the period when Canada is not in the market, except perhaps at the beginning of June and in October and November. This season the Carolina crop is expected to be early and to be available at the beginning of June instead of, as formerly, late in the month. From June 1 to November 30 the rates of duty on potatoes are as follows: Canadian, \$1 per 100 kilograms; United States, 80 cents; or one-half the duty in force for the other six months of the year.

BUYING METHODS

There are in Havana three prominent groups of potato buyers, having an agent resident in Berwick, Nova Scotia; Woodstock, New Brunswick; and Charlottetown, Prince Edward Island, respectively. Two of these groups each consist of four large merchant buyers, and the third of about a dozen other dealers. There are also about a dozen independent buyers, and occasional direct importers. During the past three years some changes in potato-buying methods have taken place in this market. Formerly all Canadian potatoes were shipped by dealers in Canada. Now 50 per cent of the Cuban dealers do their buying in Canada. Potatoes are normally sold c.i.f. Havana, and duties are for account of the buyer. During the past season, however, many of the Cuban buyers have been buying f.o.b. St. John and Halifax direct from Canadian dealers, and were taking small lots, even as low as one car. Cuban group buyers supply the ship at the Canadian port and pay for supplies out of a letter of credit. Independent shippers sometimes get shipments via New York, and sometimes by arrangement with one of the groups. The independents nearly always buy c.i.f. Havana. Cargo lots are usually reckoned as 10,000 sacks of 180 pounds or 20,000 of 90 pounds. The former is the usual pack from New Brunswick, and the latter from Prince Edward Island, while Nova Scotia ships exclusively barrels. For a cargo lot the freight is about 70 cents and usually lessens with larger cargoes.

PACKAGE

Havana buys mostly full and half sacks, but the outports still continue to use barrels of 165 pounds net. While users in the outports are very conservative, they are gradually becoming accustomed to the sack. Havana's preference for sacks is because they are more easily handled; the full sack holds 15 pounds more than the barrels; and because when empty they may be used again or sold for a few cents, the barrels, on the other hand, being practically useless.

POTATO PRICES

During the past season buyers have been paying in Prince Edward Island as much as \$1.80 per 90-pound sack delivered Halifax (freight to Havana is about 40 cents). Present prices are, however, around \$1. To-day's local wholesale price in Havana for the 90-pound sack is \$2.75. During the past season potatoes have sold here as high as \$3.50. The present low price may have been caused by the arrival of a cargo from Canada which was not sold before shipment. When any such lots appear on the market, the current price generally tends to discourage further effort in that direction. Shippers are advised therefore to sell before shipment when at all possible, and to bear in mind that if a sale cannot be made then, there is less likelihood of making a good one later.

COMPETITION IN CUBA

There are two crops of Cuban potatoes: one the red "Bliss", which is planted in November and December and harvested in January and February; and the second, known as "white", planted in February and harvested in April and May. This year's white crop is very poor; the red has been the largest on record. The white is seldom exported from Cuba, as the United States find they do not keep well and their arrival coincides with the new American crop. Local potatoes for export are always packed in 50-pound crates. They are too tender to be shipped in bags.

Cuban potatoes have not up to the present offered very strong competition in the home market; they usually found a better sale when exported to New York. The increase in the tariff last November had, however, the effect of stimulating the domestic sales because it enabled them to command a better price on account of the increased cost of importing foreign potatoes. Another factor adversely affecting their export is that the ocean freight rate for potatoes from New York to Havana is 43 cents, while from Havana to New York it is \$1.05. Normally, Cubans sell all season at about 50 cents per 100 pounds more than Canadian. The chief reason for this is that they are newer and fresher. It is expected therefore that Cuban exports of potatoes will continue to diminish and possibly that domestic production and consequent competition will increase. In that event there will be a greater importation of seed potatoes.

RECENT ARRIVALS

The following are locally published potato arrivals for the past two months:—

Port of Shipment—	February Sacks	$\frac{1}{2}$ Sacks	Barrels
Halifax	6,800	24,045	767
St. John . . . . .	....	8,000	....
New York	1,205	....	....
Boston	220	....	....
San Francisco . . . . .	....	....	300
	8,225	32,405	1,067
	March		
Halifax	6,494	27,982	7,071
St. John	2,003	35,695	....
New York	100	....	....
New Orleans	2	....	....
	8,599	63,676	7,071

SEED POTATOES

Up till last year the "Bliss Triumph" variety of seed potato from New Brunswick commanded most of the business in Cuba. The official estimates of normal imports of seed give the total as around 75,000 barrels per year, of which the above variety accounted for 70 per cent. Seed potatoes are bought in much the same way as those for consumption. They are required for the first crop during the months of October and November, and in January and February for the second crop. Some seed from Wyoming has been bought here at a price cheaper than New Brunswick shippers were quoting and has gained a foothold in the market. As this is largely a price market, care will have to be taken lest a good trade is lost, and it should be given every consideration at the present time. The yield from the American seed is, however, reported to be lower than from Canadian although the tubers are larger.

Cuban potatoes cannot reproduce themselves, and accordingly seed must be imported each year. Normally Canadian seed is preferred, especially that grown in northern parts. The Cuban Government, desiring to encourage the cultivation of potatoes, and in fact the growing of all crops (for Cuba imports 60 per cent of her foodstuffs), have caused seed potatoes to be placed on the free list in the customs tariff. Advantage, however, was said to have been taken

of this provision to import as seed potatoes which were put into consumption. To guard against this, seed potatoes are now only admitted free of duty if cut up and mixed with ashes. Some potato experts affirm that it is impossible to import seed in this manner which will be satisfactory to growers. The suggestion has been made in some quarters that the Government refund duties on potatoes on being furnished with evidence of the planting of them as seed by the various growers. It is understood that some effort is being made locally to induce the Cuban Government to enact such a law, or to devise some other means of preventing fraudulent entry of potatoes as seed.

REVIEW OF THE SILK INDUSTRY IN JAPAN

ACTING TRADE COMMISSIONER RICHARD GREW

Kobe, April 24, 1928.—The determination of the extent to which the depression in the cotton trade is due to the increase in the use of silk, both real silk and artificial, and of how the great strides the manufacture of artificial silk has made in recent years has reacted on the real silk industry, would form the subject of an interesting inquiry. In the three years 1925-27 the prices of both cotton and silk witnessed a remarkable decline. In the case of cotton, this may to a large extent be ascribed to the abundance of the crop. As yet, Japan has not attempted to withhold silk from the world markets, and her exports have shown a yearly increase in volume. The price is whatever New York will pay, and if artificial silk affects the market there, Japanese exporters dare not try to force up the price by limiting output, as this would only make matters worse. It is much easier to lose a market than to recover it. Following are the exports for the past three years:—

	1927		1926		1925	
	Piculs (133.3 Lbs.)	Yen	Piculs (133.3 Lbs.)	Yen	Piculs (133.3 Lbs.)	Yen
Great Britain	2,257	3,217,790	1,288	2,067,585	821	1,667,100
France	24,269	34,618,306	12,123	19,453,163	13,466	26,205,504
Italy	45	166,335	75	114,706	.....	.....
United States	491,078	698,883,216	427,621	709,379,017	422,984	849,486,448
Canada	1,614	2,335,821	466	758,021	438	882,522
Australia	1,319	1,923,861	1,160	1,958,125	550	1,103,440
Others	1,191	1,220,491	245	321,831	190	312,044
Total	521,773	742,265,820	442,978	734,052,448	438,449	879,657,088

The fluctuations in the gold value of the yen, it should be noted, have been considerable during the years referred to. Exports have increased though prices have declined. In 1927 there was some recovery in the amount of cash received, though only through a greatly increased export. In terms of dollars, there was probably no increase but rather a decline, as 1927 witnessed a financial panic which for several months depressed the exchange considerably. Even in terms of yen, it is only a 1 per cent increase in value although a 17 per cent increase in quantity.

There is some encouragement to exporters in the fact that the volume of silk consumed continues to increase. The larger quantities taken by Britain and France are distinctly encouraging, and though Canada and Australia are not so advanced from a manufacturing point of view, they are spending more as well as importing greater quantities. The great problem for Japan is of course that of producing cheaply. The mulberry consumes a large amount of fertilizer, which does not decline in price, and sericulture takes a great deal of work, which only severe economic pressure will make any cheaper. The filature work is in much the same case. Machinery cannot replace the fingers of the girls who draw out the threads, and at present time there seems to be no prospect of any important mechanical improvement in the winding machinery.

The decline in the price of raw silk has naturally brought down prices in the manufactured article. It is therefore with some satisfaction that manufacturers in Japan note a considerable increase in the value of the exports, although the increase has been most conspicuous in Fugi, which is made from silk waste, and has now taken first place among the leading lines exported. Australia is by far the largest importer; exports thither have increased since the duties were lowered. On the other hand, the new import duties in Britain do not appear to have had the least effect. The total value of the imports into the United Kingdom have remained steady, in spite of a decline in prices. Exports of silk manufactures are returned as follows:—

To	Yen 1,000 1925	Yen 1,000 1926	Yen 1,000 1927
China	1,980	2,173	1,447
Kwantung Province	403	427	668
Hong Kong	421	602	963
British India	12,655	11,985	15,845
Straits	1,768	2,324	2,090
Dutch Indies	2,033	2,255	2,486
Philippines	1,253	1,447	2,486
Great Britain	16,479	16,952	16,912
France	6,949	6,376	8,290
Italy	901	806	461
United States	21,037	26,263	18,189
Canada	10,058	14,048	15,036
Argentina	2,661	1,523	1,601
Africa	6,040	7,026	8,664
Australia	24,658	30,436	32,578
New Zealand	1,306	1,242	1,930
Other countries	6,475	7,176	10,015
Totals	116,984	133,070	139,615

From the above it will be seen that the British Empire, even excluding such part of it as lies in Africa and "other countries," buys 60 per cent of Japan's silk textiles. The imports into the United States tend to decline, but as that country is now the largest manufacturer of silk goods in the world, Japan's exports thither have been well maintained in the face of a 55 per cent duty.

Silk handkerchiefs are kept in a separate category in the returns, and the exports amount to approximately a million and a half dozens annually.

It might have been supposed that, in the case of industries in which Japan has so great a mastery as in cotton and silk, import duties would not be considered worth collecting. This, however, is by no means the case, and the Luxury Tariff includes everything containing silk in its 100 per cent impost. Under this heavy duty the import of silk and silk-and-cotton velvets is dwindling, and domestic manufacture possibly increasing. But the duty was directed more especially against silk stockings and gloves. The returns for the export of these articles, unfortunately, do not discriminate between silk and cotton, and are not therefore of much value. There is a small but fairly steady export of silk undershirts, and the export of silk nightgowns enjoyed largely increased sales last year; nearly thirteen thousand dozens were purchased.

From the beginning of this year a new law has come into effect under which silk piece goods are subject to Government inspection before export, with the object of guaranteeing standards.

CHANGE IN CABLE ADDRESSES

The cable address of the offices in Hamburg and Liverpool are to be changed on July 1. That of Hamburg from *Mapleleaf* to *Canadian*, and that of Liverpool from *Cantracom* to *Canadian*.

SOUTH AFRICAN TARIFF ON BOOTS AND SHOES

Mr. C. S. Bissett, Assistant Trade Commissioner in Cape Town, writes under date April 2, 1928, that under section 13 of the South African Customs Tariff Act, 1925 (Act No. 36 of 1925) (section 251 of the tariff), the duty on boots and shoes on and after April 1, 1928, was to have been automatically reduced by $2\frac{1}{2}$ per cent ad valorem annually until the duty reverted to 20 per cent, at which rate it was to have remained. The Minister of Finance has just tabled a motion increasing the duty on boots and shoes by $2\frac{1}{2}$ per cent, to be effective on and after April 1, 1928. This motion will be passed with the other tariff changes, as announced in the Budget Speech. The effect of the motion is to retain the previous duty of 30 per cent ad valorem on section 251 (a) and 12 per cent ad valorem on section 251 (b) of the tariff.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MAY 14

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 14, 1928. Those for the week ending May 7, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending	Week Ending
			May 7, 1928	May 14, 1928
Austria	Schilling	.1407	\$.1412	\$.1412
Belgium	Belga	.1390	.1597	.1396
Bulgaria	Lev	.1930	.0072	.0072
Czecho-Slovakia	Krone	.....	.0296	.0296
Denmark	Krone	.2680	.2682	.2683
Finland	Markka	.0252	.0252	.0252
France	Franc	.1930	.0393	.0393
Germany	Reichsmark	.2382	.2392	.2392
Great Britain	£	4.86 $\frac{3}{4}$	4.8827	4.8825
Greece	Drachma	.1930	.0131	.0131
Holland	Florin	.4020	.4034	.4036
Hungary	Pengo	.1749	.1750	.1750
Italy	Lira	.0526	.0527	.0527
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2678	.2679
Portugal	Escudo	1.0805	.0430	.0435
Roumania	Leu	.1930	.0062	.0062
Spain	Peseta	.1930	.1660	.1680
Sweden	Krona	.2680	.2683	.2683
Switzerland	Franc	.1930	.1927	.1928
United States	\$	1.0000	1.0003	1.0010
Argentine Rep.	Peso (Paper)	.4244	.4280	.4280
Brazil	Milreis	.5462	.1206	.1205
Chile	Peso	.1217	.1225	.1220
Colombia	Peso	.9733	.9780	.9780
Mexico . . . . .	\$	.4985	.4863	.4865
Peru	Libra	4.8665	3.9810	3.9800
Venezuela	Bolivar	.1930	.1930	.1930
Uruguay	Peso	1.0342	1.0328	1.0300
Cuba	Peso	1.0000	.9996	1.0007
Batavia, Java	Guilder	.4020	.4030	.4030
China	Tael	.....	.6468	.6550
India	Rupee	.3650	.3662	.3662
Japan	Yen	.4985	.4705	.4665
Siam	Tical	.3709	.4576	.4575
Singapore, Str. Settlements . . .	\$	.5678	.5651	.5650
Jamaica	£	4.86 $\frac{3}{4}$	4.8800	4.8800
Barbados	\$	1.0000	1.01 $\frac{1}{2}$ —1.02 $\frac{1}{2}$	1.01 $\frac{1}{2}$ —1.02 $\frac{1}{2}$
British Guiana	\$			
Trinidad	\$			
Other British West Indies . . .	\$	1.0000	1.02	1.01 --1.02 $\frac{1}{2}$
Guadeloupe	Franc	.1930	.0393	.0393 $\frac{1}{2}$
Martinique	Franc	.1930	.0393	.0393 $\frac{1}{2}$

REPRESENTATION IN SOUTH AFRICA FOR FOODSTUFFS

Advice has been received from Mr. G. R. Stevens, Canadian Trade Commissioner at Cape Town, South Africa, that one of the principals of a large firm will be sailing shortly for England, and will visit Canada during July. The purpose of his visit is to arrange with Canadian exporters who are interested in shipping foodstuffs and allied lines to the South African market.

The firm in question was established in 1894 and their activities cover the Union of South Africa as well as Rhodesia thoroughly, through which territories they have nine different branches and also their own travellers.

Canadian firms who at present are unrepresented in South Africa and Rhodesia, and who may be interested in being placed in contact with the above importer, are requested to communicate with the Department of Trade and Commerce, Ottawa (quoting file No. 24104).

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

390. REPRESENTATION.—A firm of agents in Berlin are desirous of acting as representatives for Canadian food products in Germany.

391. BUTTER.—A butter agent in Berlin is open to act as agent for the handling of Canadian butter shipments to Germany.

392. SALTED HALIBUT.—A Bruges (Belgium) firm desire c.i.f. Antwerp prices on salted halibut. Fish to be cut into large pieces 8 inches wide, heavily salted, and packed in barrels weighing 100 kilos net.

393. CANNED FISH.—A firm of agents in Berlin would like to secure the representation of Canadian exporters of canned sardines, lobsters, and salmon.

394. CANNED FISH.—A Dutch commission agent desires representation of Canadian exporters of canned salmon and lobster.

395. CONFECTIONERY.—A firm in Utrecht, Holland, would like to handle Canadian confectionery lines on an agency basis.

396. CONFECTIONERY.—An Amsterdam concern desire to represent Canadian exporters of confectionery lines.

Miscellaneous

397. WHEAT.—An agent in Gothenburg, Sweden, wishes to secure the agency of a Canadian wheat exporter.

398. BLACK OATS.—A West of England firm of seedsmen are interested in receiving quotations either delivered or c.i.f. United Kingdom port in sterling on black oats grown in Prince Edward Island.

399. ALFALFA MEAL.—A London firm are desirous of investigating the feasibility of purchasing alfalfa meal from Canada. As quality, and more especially colour, are vital features, they invite Canadian manufacturers in a position to forward regular supplies of alfalfa meal to send them representative samples, accompanied by lowest prices per ton (2,240 pounds) c.i.f. London. (Bright green colour essential.)

400. UNDERWEAR AND HOSIERY.—A South African manufacturers' agent, now in England, will be visiting shortly the United States and is prepared to extend his journey to Canada if he can secure the representation of manufacturers of silk and artificial silk underwear and hosiery, and silk piece goods, for the Union of South Africa.

401. WOOD DOWELS.—A Birmingham firm of importers desire quotations on square dowels. Size to be 1½ inch square in lengths of 24 inches, 30 inches, and 36 inches, preferably in beech, but consideration would be given to similar wood. Quotations to be delivered Birmingham or c.i.f. United Kingdom port in sterling.

402. SOAP-MAKING MACHINERY.—A firm in the British West Indies are desirous of receiving c.i.f. quotations and catalogues on soap-making machinery.

403. CARRIAGE BOLTS AND NUTS.—A Glasgow firm wish to get in touch with a Canadian exporter of carriage bolts and nuts.

404. PLUGLESS TAPS.—A Bristol manufacturing and importing house desires to hear from Canadian manufacturers of cast-iron japped or tinned plugless taps, used for drawing off heavy liquids from both metal and wood containers. Range of size ½ to 3 inches. Samples and full details may be obtained on application to the Department.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To ANTWERP.—Monclair, Canadian Pacific, June 5.

To SOUTHAMPTON.—Empress of Australia, May 23, June 3; Montroyal, May 25; Empress of France, May 30; Monclair, June 5; Empress of Scotland, June 6—all Canadian Pacific.

To HAMBURG.—Montroyal, Canadian Pacific, May 28.

From Montreal

To ANTWERP.—Canadian Traveller, May 25; Canadian Inventor, June 4; Canadian Explorer, June 14—all Canadian National; Beaverford, May 25; Beaverdale, June 8—both Canadian Pacific.

To AVONMOUTH.—Concordia, Anchor-Donaldson, June 9; Nubian, May 26; Nevisian, June 2; Nessian, June 16—all White Star Line; Bolingbroke, Canadian Pacific, May 24.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Lord Downshire, May 30; Carrigan Head, June 17—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Trapper, June 1; Canadian Hunter, June 15—both Canadian National.

To DUNDEE.—Cairnmona, Thomson Line, May 25.

To GLASGOW.—Coracero, May 25; Letitia, June 1; Carmia, June 8—all Anchor-Donaldson; Bolingbroke, May 24; Melita, June 1; Minnedosa, June 14—all Canadian Pacific.

To HULL.—Valemore, May 25; Rexmore, June 12—both Furness Line.

To LIVERPOOL.—Calgarie, May 26; Regina, June 2; Laurentie, June 9; Dorie, June 16 all White Star Line; Montclare, May 25; Melita, June 1; Montcalm, June 8; Duchess of Bedford, June 15—all Canadian Pacific; Antonia, May 25; Andania, June 8—both Cunard Line.

To LONDON.—Canadian Traveller, May 25; Canadian Inventor, June 4; Canadian Explorer, June 14—all Canadian National; Megantic, May 31; Albertic, June 14—both White Star Line; Beaverford, May 25; Beaverburn, June 1; Beaverdale, June 8; Beaverbrae, June 15—all Canadian Pacific; Aurania, June 1; Ascania, June 8; Alaunia, June 15—all Cunard Line; Valemore, May 25; Rexmore, June 12—both Furness Line.

To MANCHESTER.—Manchester Producer, May 24; Manchester Commeree, May 31—both Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnmona, May 25; Cairnvalona, June 1; Cairntorr, June 8—all Thomson Line.

To SOUTHAMPTON.—Megantic, May 31; Albertic, June 14—both White Star Line.

To BORDEAUX AND HAVRE.—Tananger, County Line, May 25.

To BREMEN.—Cairngowan, June 2; Cairndhu, June 16—both Thomson Line; Augsburg, North German Lloyd, May 26.

To COPENHAGEN AND BALTIC PORTS.—Texas, May 22; Svanhild, June 3—both Scandinavian-American Line.

To HAMBURG.—Beaverburn, June 1; Beaverbrae, June 15—both Canadian Pacific; Pacific; Hagen, May 29; Hada County, June 5—both County Line; Cairngowan, June 2; Cairndhu, June 16—both Thomson Line; Augsburg, North German Lloyd, May 26.

To ITALIAN PORTS.—Valfiorita, May 26; Vallemore, June 10—both Lloyd Mediterraneo Italian Service.

To NORWEGIAN PORTS.—Topdalsfjord, Norwegian-American Line, June 20.

To AUSTRALIAN PORTS.—Canadian Cruiser, Canadian National, June 9.

To NEW ZEALAND PORTS.—Canadian Highlander, Canadian National, May 25.

To SOUTH AND WEST AFRICAN PORTS.—A steamer, Elder Dempster Line, June 15.

To SOUTH AMERICAN PORTS.—Segundo, May 26; Tercero, June 16—both Canadian-South American Line; Canadian Planter, Canadian National, June 9.

To ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Squatter, May 24; Canadian Otter, June 7; Canadian Beaver, June 21—all Canadian National.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, May 23; Canadian Fisher, June 13—both Canadian National.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Spica, June 1; a steamer, June 16—both Ocean Dominion.

To ST. JOHN'S, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National, May 26, June 11; Rosiland, Canada SS., May 26, June 9.

To CORNERBROOK.—Nayarit, May 21, June 4; New Northland, May 30, June 13—both Clarke SS.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, June 2; Canadian Carrier, June 16—both Canadian National.

From Halifax

To BORDEAUX.—Roussillon, French Line, June 4.

To LIVERPOOL.—Nova Scotia, May 23; Newfoundland, June 9—both Furness, Withy.

To ST. JOHN'S, NFLD.—Nova Scotia, May 23; Newfoundland, June 9—both Furness, Withy; Nerissa, Red Cross Line, May 21.

To ST. PIERRE-MIQUELON.—Pro Patria, French Mail SS., May 30, June 13.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, June 1; Canadian Skirmisher, June 16—both Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, May 30; Caledonia, June 13—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, June 7; Empress of Asia, June 21—both Canadian Pacific.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, June 5; Paris Maru, June 23—both Osaka Shosen Kaisha.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Tyndareus, May 15; Protesilaus, June 5—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, May 30.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Cajoot, American-Australia-Orient Line, June 13.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Leme, Navigazione Libera Triestina, June 9.

To HAMBURG, ANTWERP AND BREMEN.—Osiris, June 7; Los Angeles, June 21—both Hamburg-American Line.

To LIVERPOOL, LONDON AND ROTTERDAM.—Loch Goil, Royal Mail Steam Packet, May 30.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Grootendyk, Royal Mail Steam Packet, June 2.

To MANCHESTER.—London Merchant, May 27; Pacific Shipper, June 10—both Furness (Pacific) Ltd.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—A steamer, Westfal-Larsen Line, May 26, June 26.

To KINGSTON (JAMAICA), PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS).—Gundron Maersk, Canadian Transport Co., May 25.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Acting Trade Commissioner, P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancom.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancom.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancom.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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Minister: Hon. James Malcolm, M.P.

Deputy Minister: F. C. T. O'Hara

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TRADE COMMISSIONERS TO TOUR CANADA

Mr. Jean J. Guay, Canadian Trade Commissioner in Belgium, is sailing for Canada on June 1, and Mr. Harry A. Scott, Canadian Trade Commissioner in Liverpool, whose territory covers the North of England, Lincolnshire, North Midlands, and North Wales, on June 15. The object of their visit is to tour the Dominion in the interests of Canadian trade with their respective territories.

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

MR. CORMACK TO VISIT PORTO RICO AND SANTO DOMINGO

Mr. James Cormack, Canadian Trade Commissioner in Cuba, will pay a business visit to Porto Rico and Santo Domingo towards the end of June. Canadian firms who are interested in these markets and who desire any investigations to be made by Mr. Cormack on their behalf should communicate with him at his address in Cuba, Apartado 1945, Havana, at an early date.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND SEVEN MONTHS ENDED APRIL, 1921, 1922, 1927, and 1928:

WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of April				Seven Months ended April				United States Tariff Rates in force		
	1921	1922	1927	1928	1921	1922	1927	1928	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle..... No.	15,531	2,346	9,796	10,155	198,266	110,292	100,347	184,990	Free	30 p.c.	(a)
Horses..... No.	535,686	40,492	242,626	394,670	14,103,323	2,013,329	3,304,070	9,000,365	Free	30 p.c.	(a)
Poultry..... No.	18,503	18,030	3,890	3,475	327,632	304,394	32,119	50,349	10 p.c.	10 p.c.	(b)
Sleep..... No.	10,097	6,098	5,796	4,846	637,630	551,432	544,894	480,702	1c. per lb.	1c. per lb.	3c. per lb.
Fruits—											
Apples, green or ripe..... Brl.	32	1	5	516	1,095,472	325,102	114,965	132,811	Free	(c)	\$2 per head
Apples, dried..... Lb.	228	4	13	2,896	12,051	393,308	23,189	52,843	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Berries fresh..... Lb.					60,806	2,000,704	119,359	268,351	1c. per lb.	1c. per lb.	2c. per lb.
Grains—											
Barley..... Bush.	10	12,581			28,874	46,227	1,615,758	1,141,783	1c. per qt.	4c. per qt.	1½c. per lb.
Beans..... Bush.	22	9,906			193	16,625	3,819	13,241	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Buckwheat..... Bush.		622	91	11,261	257	12,167	1,989	8,053	5c. bu. 60 lb.	2c. lb.	1½c. lb.
Oats..... Bush.	18,324	2,487	5,902	2,025	11,051	13,086	10,367	130,347	Free	Free	10c. per 100 lb.
Peas, whole..... Bush.	394,386	179,439	4,228	2,106	219,949	95,726	52,623	62,735	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Peas, split..... Bush.	11,625	6,348	8,402	3,357	1,492,390	1,631,599	337,863	607,121	10c. bu. 60 lb.	10c. bu. 60 lb.	1c. lb.
Rye..... Bush.	34,421	21,199	15,776	7,258	803,595	102,135	11,811	102,383	30c. bu. 60 lb.	30c. bu. 60 lb.	1½c. lb.
Wheat..... Bush.	5,762	1,672			271,555	340,483	189,943	226,480	Free	Free	1c. lb.
Wheat, middlings..... Bush.	8,628	1,678			10,205	54,180	480	2,087	30c. bu. 60 lb.	30c. bu. 60 lb.	1½c. lb.
Grain Products—											
Bran, shorts and middlings..... Cwt.	63,467	4,696	20,726	36,588	296,675	83,034	3,827	5,722	Free	Free	15c. bu. 56 lb.
Wheat Flour..... Brl.	73,138	8,522	33,283	66,514	484,297	68,291	2,498	1,215	Free	Free	42c. bu. 60 lb.
Wheat Flour..... \$	97,282	62,732	9	8	43,001,999	9,275,470	5,438,817	5,130,379	35c. per bush.	35c. per bush.	(d)
Meads—											
Bacon, hams, shoulders and sides..... Cwt.	892,784	408,155	79	61	763,953	269,576	719,392	1,234,219	Free	20 p.c.	1-04 p. 100 lb.
Beef, fresh, chilled or frozen..... Cwt.	219	277	3,742	2,473	1,261,506	270,539	942,384	1,729,623	(e)	(e)	(f)
Beef, fresh, chilled or frozen..... \$	7,746	4,698	133,793	81,019	1,191,285	476,498	33,761	33,008	Free	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen..... Cwt.	16,868	13,048	29,492	20,625	100,375	100,375	100,375	237,697	Free	2c. per lb.	3c. p. lb. (g)
Beef, fresh, chilled or frozen..... \$	250,583	158,249	371,135	298,973	2,401,160	1,307,246	1,188,501	3,843,251	Free	2c. per lb.	

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	317	1,109	444	40,634	55,889	7,218	10,778	Free	2c. per lb.	(h)
Fork, fresh, chilled or frozen.....	Cwt.	7,266	14,577	6,046	1,036,487	944,448	162,983	213,805	Free	2c. per lb.	(h)
Pork, fresh, chilled or frozen.....	Cwt.	170	1,039	4,071	5,271	5,389	115,420	51,875	Free	2c. per lb.	2c. per lb.
Pork, dry-salted and pickled.....	Cwt.	17,381	6,598	78,026	193,988	132,262	2,445,385	1,059,070	Free	2c. per lb.	2c. per lb.
Poultry, dressed or undressed.....	Cwt.	17,378	10,164	631	9,795	1,917	10,414	127,211	Free	2c. per lb.	2c. per lb.
Other meats, including canned meats, but excluding extracts.....	Cwt.	1,579	1,074	3,926	12,476	6,502	53,532	45,021	Free	2c. per lb.	2c. per lb.
Milk and milk products—		26,173	21,205	50,944	214,299	82,150	549,329	520,726	Free	2c. per lb.	20 p.c.
Butter.....	Lb.	41,951	485	82,400	1,544,204	2,620,162	348,000	36,200	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cheese.....	Lb.	8,600	207	34,258	777,441	957,318	117,946	11,324	2½c. per lb.	6c. per lb.	12c. per lb. (i)
Cream.....	Gal.	4,045	277,900	593,400	283,500	3,212,282	12,792,200	7,889,400	20 p.c.	2c. per lb.	(i)
Milk, fresh.....	Gal.	1,694	45,394	110,108	68,696	78,533	2,206,523	1,611,972	Free	5c. gal. (k)	20c. gal. (k)
Milk, condensed, including milk powder.....	Gal.	68,013	80,879	170,866	434,542	809,893	1,783,361	1,559,784	Free	5c. gal. (k)	20c. gal. (k)
	Gal.	42,588	12,696	32,979	695,700	1,181,510	3,297,469	2,935,765	Free	2c. gal. (k)	2½c. gal. (k)
	Gal.	58,842	20,792	166,559	584,797	1,272,462	2,280,849	2,040,181	Free	2c. gal. (k)	2½c. gal. (k)
	Gal.	13,651	4,585	37,945	175,258	157,340	482,095	435,300	Free	2c. gal. (k)	2½c. gal. (k)
	Lb.	940,799	581,500	127,300	6,849,555	88,257	4,378,503	2,402,800	Free	2c. per lb.	1c.—3c. lb.
	Lb.	198,086	53,367	9,363	1,187,985	16,884	444,555	225,714	Free	2c. per lb.	1c.—3c. lb.
Seeds—											
Clover seed, alsike.....	Bush.	9,993	3,714	10,233	68,072	91,859	70,442	123,089	Free	Free	4c. per lb.
Clover seed, alfalfa and red.....	Bush.	140	1	102,105	777,510	833,110	1,201,162	1,395,776	Free	Free	4c. per lb.
Clover seed, other.....	Bush.	1,316	16	781	2,112	6,701	83,451	6,158	Free	Free	4c. per lb.
Flaxseed.....	Bush.	25,461	10,011	10,685	22,310	68,141	955,420	92,965	Free	Free	4c. per lb.
	Bush.	90,358	44,057	18,095	80,308	51,112	109,312	76,910	Free	Free	(i)
Grass seed.....	Bush.	42,588	12,696	38,601	325,603	208,391	629,511	247,959	Free	Free	(i)
	Bush.	67,728	29,932	1,454	1,807,866	1,437,861	4,410,838	326,443	Free	20c. bu. 56 lb. 30c. bu. 56 lb. 40c. bu. 56 lb.	
	Bush.	3,380	2,406	386	79,734	65,998	2,774,221	611,410	Free	Free	2c. per lb.
	Bush.	6,624	4,005	4,365	163,609	269,667	132,942	99,307	Free	Free	2c. per lb.
Vegetables—											
Potatoes.....	Bush.	273,419	158,642	389,321	2,061,215	1,379,060	5,172,296	3,589,565	Free	25c. bu. 60 lb. 50c. per 100 lb.	
Sugar beets.....	Ton	125,306	77,215	369,803	1,572,056	952,482	4,558,229	2,915,851	Free	5 p.c.	80c. ton 2,240 lb.
Turnips.....	Bush.	18,798	25,048	50,439	103,175	63,151	395,966	323,683	5 p.c.	15 p.c.	12c. per 100 lb.
Miscellaneous Products—											
Eggs.....	Doz.	4,903	2,361	393	142,170	114,159	35,808	18,425	Free	Free	8c. per doz.
Hay.....	Ton	4,980	121	12,591	90,544	54,269	16,304	6,339	Free	Free	8c. per doz.
Maple sugar.....	Lb.	93,066	3,375	50,280	1,231,367	1,384	134,016	49,941	Free	Free	8c. per doz.
Tallow.....	Cwt.	2,637	2,756	42,856	1,228,549	1,457,626	467,759	786,091	Free	Free	8c. per lb.
Wool.....	Lb.	1,120	603	2,532	287,170	112,987	94,261	133,206	Free	Free	3c. per lb.
	Lb.	3,853	3,524	19,885	71,222	59,995	59,577	231,802	Free	Free	3c. per lb.
	Lb.	524,721	63,365	18,058	5,998,947	311,054	3,020,926	3,884,003	Free	Free	3c. per lb.
	Lb.	153,800	13,870	11,149	1,488,482	49,364	886,741	1,235,492	Free	(m)	(m)
Total value of above commodities.....	\$	8,328,534	1,206,698	3,244,037	2,111,515	32,107,897	38,897,025	39,892,370			

(a) Cattle weighing less than 1,050 pounds, 1½c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free; wheat products, but otherwise apparently 15% ad. val.; from September 21, 1922, to April 6, 1924, 15% ad. val.; subsequent to April 6, 1924, if from wheat 14% ad. val.; if from other cereals, 15% ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 24c. per lb.; lamb, fresh, 4c. per lb. (i) Prior, to April 3, 1926, 6 cents per lb. (j) Cheese, 5c. per lb. but not less than 25c. (k) 1 lb. 231 cubic inches, about equal to five-sixths of Imperial gallon. (l) Clover seed, crimson, 1c. per lb., white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See Commercial Intelligence Journal No. 974, Sept. 30, 1922, pages 516-7.

REVIEW OF AUSTRALIAN TRADE, 1926-27

TRADE COMMISSIONER D. H. ROSS

I

Imports and Oversea Trade

Melbourne, April 20, 1928.—The recently published trade returns of the Commonwealth make it possible to illustrate—in some detail—the trend of Australian trade with all countries, and more particularly with Canada, during the fiscal year ended on June 30, 1927. In the more important schedules comparative figures with some previous years are also tabulated.

The total value of Australia's oversea trade during 1926-27 was £309,611,777 as compared with £300,200,387 in the previous year. The value of the imports increased from £151,638,178 in 1925-26 to £164,716,594, while exports decreased from £148,562,209 to £144,895,183.

Imports of merchandise in 1926-27 were valued at £164,127,759 compared with £151,217,425 during the previous year. Exports of merchandise in 1926-27 aggregated £132,591,877 as against £143,072,790 in 1925-26.

Specie and bullion have an important bearing upon the figures quoted in the preceding paragraph. While the imports of specie were only £588,835 in 1926-27, the exports in that year were £12,303,306, the adverse trading balance in merchandise during 1926-27 being £31,535,882 compared with an adverse balance of £8,144,635 in the previous year.

Australia traded with 130 separate countries during the fiscal year under review. Of these 39 were British, and 91 were foreign. Exports were made to 99 countries and imports were received from 119 countries.

The imports from British countries are given at £89,995,854 or 54.61 per cent, while foreign countries supplied £74,760,740 or 45.39 per cent of the total value of importations into the Commonwealth. The proportions from British and foreign countries for the previous year were 56.47 per cent and 43.53 per cent, respectively.

The United Kingdom provided 41.16 per cent of the total imports into Australia in 1926-27, the value of goods imported from Britain being £67,795,177.

British Dominions and Colonies which supplied Australia with comparatively large quantities of imports were: India (£6,661,408); Canada (£4,324,421); New Zealand (£3,123,038); Ceylon (£2,153,219); British Malaya (£2,025,757); Pacific Islands (£1,960,353); and South Africa (£927,993).

From subsequent schedules, it will be observed that imports from British possessions increased from £19,786,587 in 1925-26 to £22,160,677 in 1926-27.

COMPARATIVE TABULATION OF AUSTRALIAN TRADE 1924-25 TO 1926-27

In recapitulating the total trade of the Commonwealth for the last three fiscal years, the figures in the appended schedule explain themselves:—

	1924-25	1925-26	1926-27
Australian imports	£157,143,296	£151,638,178	£164,716,594
Australian exports	162,030,159	148,562,209	144,895,183
Total trade.. . . .	£319,173,455	£300,200,387	£309,611,777
Total trade per head..	£54 6 10	£50 2 0	£50 13 4

Imports decrease.. . . .	1925-26 from 1924-26	£ 5,505,118
Imports increase.. . . .	1926-27 over 1925-26	13,078,416
Exports decrease.. . . .	1925-26 from 1924-25	13,467,950
Exports decrease.. . . .	1926-27 from 1925-26	3,667,026
Total trade decrease.. . . .	1925-26 from 1924-25	18,973,068
Total trade increase.. . . .	1926-27 over 1925-26	9,411,390

OVERSEA TRADE OF THE DIFFERENT STATES

The relative trading importance of each Australian State is illustrated in the appended schedule showing the values of imports and exports in 1925-26 and 1926-27. The principal ports at which the imports were landed and the exports shipped were, respectively, Sydney, Melbourne, Brisbane, Adelaide, Fremantle, Hobart, and Darwin.

New South Wales.. . .	£ 64,009,929	£ 68,933,904	£ 54,001,814	£ 62,815,077
Victoria.. . . .	50,327,055	55,560,936	33,107,576	34,741,689
Queensland.. . . .	13,772,854	13,497,758	26,384,916	14,721,261
South Australia.. . .	14,079,788	15,507,260	19,450,144	17,123,012
Western Australia.. .	7,896,174	9,477,033	12,611,631	13,067,922
Tasmania.. . . .	1,518,210	1,732,889	2,970,226	2,396,496
Northern Territory ..	34,168	36,814	35,902	29,786
	£151,638,178	£164,716,594	£148,562,209	£144,895,183

AUSTRALIAN IMPORTS IN 1925-26 AND 1926-27

The appended comparative return illustrates the value of Australian importations of British and foreign goods and products during the last two fiscal years:—

	1925-26	1926-27	Increase
United Kingdom.. . . .	£ 65,840,655	£ 67,795,177	£ 1,954,522
Canada.. . . .	3,754,425	4,324,421	569,996
Other British countries.. .	16,032,162	17,836,256	1,804,094
Total British countries ..	£ 85,627,242	£ 89,955,854	£ 4,328,612
Total Foreign countries..	66,010,936	74,760,740	8,749,804
Total imports.. . . .	£151,638,178	£164,716,594	£ 13,078,416

COMPARISON OF FREE WITH DUTIABLE IMPORTS

The appended schedule gives the figures relating to the free and dutiable imports into Australia with the customs duties collected:—

	1925-26	1926-27	Increase
Free imports of merchandise into Australia.. . . .	£ 55,389,337	£ 59,188,128	£ 3,798,791
Dutiable imports of merchandise into Australia..	95,828,088	104,939,631	9,111,543
Specie and bullion imports ..	420,753	588,835	168,082
Total imports.. . . .	£151,638,178	£164,716,594	£ 13,078,416
Customs duties collected..	28,401,450	32,783,983	4,382,533

COMMONWEALTH CUSTOMS DUTIES COLLECTED, 1926-27

Under the Commonwealth Customs Act (Section 154A) it is stipulated that the value for duty is computed on the basis of "free on board at port of export in country of origin, and a further addition of ten per cent on such value". Hence the cost of inland transportation to the seaboard is dutiable at the same rate as the goods, and also the statutory 10 per cent added to invoice values (before the duties are computed thereon) makes the net duties more than expressed in the tariff. The net duties on invoice values are shown in the appended schedule in the second column. As an illustration of how the Commonwealth Customs

revenue of £32,783,983 in 1926-27 was computed, under the various rates of duties (increased on many items at the end of 1927) the following return is submitted):—

Ad valorem tariff rates Per cent	Net Duties Per cent	General	Collections 1926-27 Preferential	Total
2½	2¾	£	£ 4,326	£ 4,326
5	5½	39,039	38,471	77,510
7½	8¼	.....	75,001	75,001
10	11	763,315	376,657	1,139,972
12½	13¾	580,320	4,443	584,763
15	16½	399,242	142,178	541,420
17½	19¼	559,076	.....	559,076
20	22	1,367,818	654,003	2,021,821
22½	24¾	.....	1,783	1,783
25	27½	773,878	892,370	1,666,248
27½	30¼	.....	283,332	283,332
30	33	359,063	674,889	1,033,952
35	38½	731,101	2,196,224	2,927,325
40	44	1,066,421	221,854	1,288,275
45	49½	1,961,930	1,169,524	3,131,454
50	55	1,063,717	44,108	1,107,825
55	60½	1,147,843	.....	1,147,843
60	66	1,301,133	.....	1,301,133
Composite duties		104,950	225,718	330,668
Fixed duties—				
Alcoholic liquors, etc.		609,957	2,161,376	2,771,333
Tobacco and preparations		2,159,217	394,964	2,554,181
Other fixed		6,632,909	1,148,084	7,780,993
Extra duty		453,749	.....	453,749
Grand Total		£22,074,678	£10,709,305	£32,783,983

CLASSIFICATION OF AUSTRALIAN IMPORTS, 1926-27

The various classes under which the imports into Australia in 1926-27 were entered are enumerated in the appended schedule:—

Foodstuffs of animal origin (including fish)	£ 3,099,338
Foodstuffs of vegetable origin	7,555,734
Spirituous and alcoholic liquors	1,815,608
Tobacco and preparations thereof	2,704,754
Live animals	167,030
Animal substances (including hides and skins)	1,732,169
Vegetable substances and fibres	3,484,472
Apparel, including boots and shoes	7,101,652
Textiles, piece goods, etc.	28,813,587
Yarns, cordage, bags, woolpacks, etc.	6,501,727
Oils, fats and waxes	10,977,790
Paints and varnishes	814,378
Stones, minerals and concentrates	943,451
Machines and machinery (agricultural, electrical, etc.)	16,640,186
Metals and metal manufactures	34,641,877
Rubber and leather manufactures	5,593,757
Timber and manufactures of wood	5,516,478
China, glass and stoneware	2,610,647
Paper (news, printing, wrapping, etc.)	5,154,717
Stationery and paper manufactures	2,781,311
Jewellery, timepieces, fancy goods	2,849,587
Scientific, optical and surgical instruments	1,853,812
Drugs, chemicals and fertilizers	5,027,180
Miscellaneous (arms, musical instruments, etc.)	5,692,076
Gold, silver and bronze specie	643,226
Total imports all classifications	£164,716,594

AUSTRALIAN IMPORTS FROM BRITISH COUNTRIES, 1925-26 AND 1926-27

In the first portion of this review, particulars are given relative to the value of Australian importations from some British countries, but the appended tabulation conveys data in respect to the values from each British possession.

The figures are submitted for general information thus:—

Country of Origin	1925-26		1926-27	
		Per Cent		Per Cent
United Kingdom	£65,840,655	43.42	£67,795,177	41.16
Canada	3,754,425	2.48	4,324,421	2.62
Ceylon	1,614,084	1.07	2,153,219	1.31
India	6,626,036	4.37	6,661,408	4.04
Malaya (British)	1,701,508	1.12	2,025,757	1.23
New Zealand	2,651,062	1.75	3,123,038	1.90
Pacific Islands	1,462,436	0.96	1,960,353	1.19
Papua	348,210	0.23	230,037	0.14
South African Union	897,306	0.59	927,993	0.56
Other British possessions	731,520	0.48	754,451	0.46
Total British countries	£85,627,242	56.47	£89,995,854	54.61

AUSTRALIAN IMPORTS FROM FOREIGN COUNTRIES, 1925-26 AND 1926-27

The value and percentage of imports into the Commonwealth from foreign countries during the last two fiscal years are given in the appended schedule:—

	1925-26		1926-27	
		Per Cent		Per Cent
Belgium	£ 850,276	0.56	£ 941,954	0.57
China	691,751	0.46	785,068	0.48
Egypt	9,370	0.01	19,005	0.10
France	3,758,740	2.48	4,767,163	2.89
Germany	2,821,789	1.86	4,359,514	2.65
Italy	1,446,618	0.95	1,564,843	0.95
Japan	4,372,083	2.88	5,183,470	3.15
Netherlands	818,786	0.54	1,092,242	0.66
Netherlands East Indies	6,191,895	4.08	6,451,688	3.92
Norway	1,106,234	0.73	1,055,020	0.64
Pacific Islands	129,028	0.09	157,720	0.10
Philippine Islands	311,457	0.21	215,176	0.13
Spain	156,154	0.10	204,638	0.13
Sweden	1,871,123	1.23	1,847,290	1.12
Switzerland	1,997,768	1.32	2,458,810	1.49
United States	37,234,257	24.55	41,394,277	25.13
Other foreign countries	2,243,607	1.48	2,262,862	1.37
Total foreign countries	£66,010,936	43.53	£74,760,740	45.39

Imports from the United States contributed 25 per cent of the total importations into Australia during the last two years. In sequence to the United States, the other chief sources of supply were the Dutch East Indies (£6,451,688); Japan (£5,183,470); France (£4,767,163); Germany (£4,359,514); and Switzerland (£2,458,810).

AUSTRALIAN EXPORTS, 1924-25 TO 1926-27

In the following schedule the total value of the exports from the Commonwealth for the year under review illustrate Australian trade within the Empire and with foreign countries:—

	1924-25	1925-26	1926-27
United Kingdom	£69,147,229	£61,547,790	£48,351,780
Canada	716,953	858,934	1,171,687
Other British possessions	16,096,049	16,005,680	14,508,293
Total British countries	86,960,231	78,412,404	64,031,760
Total Foreign countries	76,069,928	70,149,805	80,863,423
Grand total exports	£162,030,159	£148,562,209	£144,895,183

In comparison with the previous year, the value of the total exports from Australia increased in 1926-27 by £3,677,026, but in the latter period the exports of gold were larger by £6,803,887, thus causing a decrease of £10,480,913 in the value of merchandise shipped oversea.

Wool continues to occupy the paramount position in Australian exports, the value exported in 1926-27 being £60,053,358, compared with £63,209,876 in 1925-26. While values were well maintained, the reduction in production and exports of wool are accounted for by the prolonged drought conditions in Queensland, where the exports declined in 1926-27 by no less than £4,450,595 compared with the previous year.

Other primary products showing marked contraction in 1926-27 exports were butter (by £1,560,000); flour (by £600,000); sugar (by £3,583,000); meats (by over £2,000,000); and industrial metals (by £800,000).

The value of gold specie and bullion included in the export figures in 1926-27 was £12,303,306 compared with £5,489,419 in the previous period.

British countries took 44.19 per cent of the total exports from Australia during 1926-27, while foreign countries took 55.81 per cent. Thus, for the first year on record, Australian exports to foreign countries exceeded those within the Empire. The value of exports to the United Kingdom during 1926-27 was £48,351,780 as compared with £61,547,790 (or a decline of £13,196,010) in the previous year.

France ranks next to the United Kingdom as a purchaser of Australian goods and products (£17,627,139), with 12.17 per cent of the total. The value of the exports to the United States was 12.82 per cent (£18,579,094, of which, however, £10,000,000 was in gold specie). Other countries which took comparatively large quantities of Australian products were Japan (£10,362,990 or 7.15 per cent); Germany (£9,908,685 or 6.84 per cent); Belgium (£8,303,127 or 5.73 per cent); Italy (£5,514,300 or 3.81 per cent); and New Zealand (£4,239,297 or 2.93 per cent).

EXPORTS OF SHIPS' STORES

The value of stores shipped on board oversea vessels in Australian ports is not included in the general exports.

The figures in recent years are shown thus:—

	1924-25	1925-26	1926-27
Ships stores exported	£2,714,562	£2,773,422	£2,781,312

MERCHANDISE AND SPECIE EXPORTS COMPARED

The following schedule shows the relative position in the Commonwealth trade returns of the exports of merchandise and specie of Australian and other origin:—

Exports from Australia	1925-26	1926-27
Australian merchandise	£140,059,350	£129,602,843
Other merchandise	3,013,440	2,983,109
Australian specie and bullion	5,435,724	12,303,031
Other specie and bullion	53,695	6,200
Total Australian produce	145,495,074	141,905,874
Total other produce	3,067,135	2,989,309
Grand total exports	148,562,209	144,895,183

CLASSIFICATION OF AUSTRALIAN EXPORTS, 1926-27

The appended schedule indicates the various classifications of Australian exports in 1926-27:—

Foodstuffs (butter, cheese, meats, milk, etc.)	£12,105,989
Foodstuffs (grain, flour, fruits, sugar, etc.)	32,689,285
Spirituous and alcoholic liquors	875,036
Tobacco and preparations thereof	137,485
Live animals	246,348

Animal substances (hides, skins, wool, etc.)	£ 69,168,778
Vegetable substances	398,192
Apparel, textiles, cordage, etc.	164,180
Oils, fats and waxes	1,589,341
Paints and varnishes	47,306
Ores, minerals, concentrates and coal	2,174,545
Metals, machinery and metal manufactures	6,126,750
Rubber, leather and manufactures thereof	655,949
Timber and manufactures of wood	1,492,037
Stoneware, glass and cement	89,426
Paper and stationery	157,194
Jewellery and fancy goods	103,675
Scientific, optical and surgical instruments	159,653
Drugs, chemicals and fertilizers	615,884
Miscellaneous (soap, ammunition, etc.)	605,790
Gold, silver and bronze specie	12,303,031
Total exports all classifications	141,905,874

AUSTRALIAN EXPORTS TO BRITISH COUNTRIES 1925-26 AND 1926-27

The appended comparative schedule gives particulars in respect to Australian exports to British countries in 1925-26 and 1926-27:—

Country of Destination	1925-26		1926-27	
		Per Cent		Per Cent
United Kingdom	£61,547,790	41.43	£48,351,780	33.37
Canada	858,934	0.58	1,171,687	0.81
Ceylon	506,095	0.34	478,598	0.33
India	3,364,958	2.27	3,537,343	2.44
Malaya (British)	2,132,016	1.43	1,930,250	1.33
New Zealand	4,947,590	3.33	4,239,297	2.93
Pacific Islands	1,439,905	0.97	1,332,121	0.92
Papua	250,678	0.17	223,298	0.15
South African Union	2,201,531	1.48	1,741,831	1.20
Other British possessions	1,162,907	0.78	1,025,555	0.71
Total British countries	£78,412,404	52.78	£64,031,760	44.19

AUSTRALIAN EXPORTS TO FOREIGN COUNTRIES 1925-26 AND 1926-27

Australian exports to foreign countries for the last two fiscal years are given in the accompanying return:—

	1925-26		1926-27	
		Per Cent		Per Cent
Belgium	£ 6,175,337	4.16	£ 8,303,127	5.73
China	745,784	0.50	410,073	0.28
Egypt	2,919,742	1.97	3,853,649	2.66
France	18,549,742	12.49	17,627,139	12.17
Germany	6,985,720	4.70	9,908,685	6.84
Italy	4,654,818	3.13	5,514,300	3.81
Japan	11,043,159	7.43	10,362,990	7.15
Netherlands	1,088,639	0.73	1,309,668	0.91
Netherlands East Indies	2,163,691	1.46	2,052,857	1.42
Norway	183,432	0.12	76,800	0.05
Pacific Islands	437,001	0.29	448,585	0.31
Philippine Islands	563,369	0.38	483,722	0.33
Spain	216,083	0.15	76,651	0.05
Sweden	151,339	0.10	139,046	0.10
Switzerland	9,614	0.01	16,099	0.01
United States	12,953,877	8.72	18,579,094	12.82
Other foreign countries	1,308,458	0.88	1,700,938	1.17
Total foreign countries	£70,149,805	47.22	£80,863,423	55.81

NORTHERN EUROPEAN COMMODITY MARKETS IN 1927*

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, May 3, 1928.—A review is appended herewith of the past year's trade with Northern and Eastern Europe in those products which Canada chiefly exports to this territory.

Flour

EXPORTS OF CANADIAN FLOUR TO GERMANY

The importation of Canadian flour into Germany was further restricted last year by the imposition of more unfavourable duties. From August 1, 1926, until March 31, 1927, the duty on flour imported into Germany was fixed at R.M.10 (\$2.38) per 100 kg. (220 pounds) as compared with a duty of R.M.5 (\$1.19) per kg. on wheat. These rates of duty applied equally to the products of all countries. On April 1, 1927, the general rate of duty on flour, applicable to imports from Canada, was increased to R.M.12.50 (\$2.98), while at the same time a conventional duty of R.M.11.50 (\$2.74) was introduced to apply to flour imported from countries having commercial agreements with Germany, e.g. United States, Great Britain, and France. No change was made in the duty on wheat, which remains at R.M.5 for imports from all countries. The effects of the changes in duties were to further increase the protection afforded the German milling industry and to subject Canadian flour for the first time since the war to a higher duty than flour from competing countries. This has made the sale of Canadian flour on the German market increasingly difficult.

The German statistics of the importation of wheat flour in 1927 are as follows:—

German Imports of Wheat Flour, 1927

From	Metric Tons (2,204 lbs.)
United States	35,727
Canada	13,763
Holland	2,528
Saar Territory	988
Danzig	871
Great Britain	823
Argentina	810
Switzerland	809
Luxembourg	500
Hungary	498
Austria	447
Belgium	396
Alsace-Lorraine	284
France	231
Total imports, metric tons	59,458
Total value	\$4,705,000

In the previous year the total imports of wheat flour were 121,655 metric tons, of which 45,226 tons were credited as having been imported from the United States and 33,011 tons as having been imported from Canada. It is probable that in the 1926 figures a fair quantity of Canadian flour shipped through American ports was included among the imports from the United States. The figures for last year are probably substantially correct, as very little Canadian flour has been imported into Germany since the duty discrimination went into force.

The figure of 13,763 metric tons given in the German returns as the import of Canadian wheat flour last year is equivalent to 154,485 barrels. Of this quantity 57,485 barrels were imported in the first three months of the year before the duty discrimination went into force, so that from April 1 to the end of the year only 97,000 barrels of Canadian flour are shown to have been

* A report from Mr. Wilgress on "Trade Conditions in Germany" was published in No. 1265 (April 28); and one on the "Import Trade of Germany in 1927" in No. 1268 (May 19).

imported into Germany. Even allowing for part of the Canadian flour shipped through American ports being credited among the imports from the United States, it is doubtful if the total quantity of Canadian flour consumed in Germany last year exceeded 200,000 barrels.

In 1924 and during the first eight months of 1925, when the importation of both wheat and flour was free of duty, the imports of wheat flour averaged around 40,000 metric tons a month. In 1926 the average imports amounted to 10,000 tons a month and last year to only 5,000 tons a month. This illustrates the extent to which the German import trade in flour has been restricted by the progressive increases in the duty span between wheat and flour.

The falling off in the imports of Canadian flour into Germany has been reflected in reduced figures for the exports of Canadian flour to Germany as shown in the Canadian trade statistics, although a very considerable proportion of the flour included in these figures is consumed in Czechoslovakia, Austria, and other countries. The Canadian trade returns for the calendar year 1927 show an export of wheat flour to Germany of 1,038,001 barrels of a value of \$6,709,379 as compared with 1,672,141 barrels of a value of \$11,248,101 in 1926. On the other hand, the Canadian statistics showed an increase in the direct exports of wheat flour to Czechoslovakia, which in 1927 amounted to 114,861 barrels valued at \$745,752, as against only 15,826 barrels in 1926.

Wheat flour accounted for 16.75 per cent of the total value of the exports to Germany shown in the Canadian trade returns for 1927 as against 37 per cent in 1926. For the first time in many years flour did not rank as the most important article given in the Canadian returns of exports to Germany.

CZECHOSLOVAK IMPORTS OF CANADIAN FLOUR

It would appear that the imports of Canadian flour into Czechoslovakia in 1927 were not greatly below the high level of the previous year, when it was estimated nearly 800,000 barrels of Canadian flour were consumed in the Republic. Unfortunately, the Czechoslovak trade statistics do not furnish a reliable guide to the imports of Canadian flour, because Hamburg is given as the chief source of supply and the imports from Hamburg would be comprised of both United States and Canadian flours.

According to the Czechoslovak statistics, the total imports of wheat flour into the Republic in 1927 amounted to 175,027 metric tons or 1,964,583 barrels as compared with 219,044 metric tons or 2,463,130 barrels in 1926. In spite of the decrease in total imports, the trade statistics do not indicate any diminution in the importation of North American flour. The imports from Hamburg were practically the same in each of the past two years, while the direct imports credited as coming from Canada amounted in 1927 to 15,859 metric tons as against 8,311 metric tons in 1926. On the other hand, the direct imports credited as coming from the United States showed a decrease from 8,544 metric tons in 1926 to 4,788 metric tons last year. Adding the totals of the imports from Hamburg, Canada, and the United States, the total import of North American flour in 1927 works out at 88,751 metric tons or about 1,000,000 barrels as against 84,977 metric tons in 1926. These figures would not take account of any indirect imports of North American flour through Holland or Trieste, but the quantities of such indirect imports could not be large as only relatively small imports from Holland and Trieste are shown in the Czechoslovak import statistics.

Importers differ in their estimates of the proportion of the North American flour sold on the Czechoslovak market which would be of Canadian origin. These estimates vary from 60 to 80 per cent, but the general opinion would appear to be that over 70 per cent of the North American flour sold in Czechoslovakia last year came from Canada. On the above basis of 1,000,000 barrels

of North American flour, the imports of Canadian flour into Czechoslovakia in 1927 can be estimated therefore to have exceeded 700,000 barrels. This is a larger quantity of Canadian flour than was sold last year to any other market except the United Kingdom.

The following table gives the Czechoslovak statistics of the imports of wheat flour for the last two years:—

Czechoslovak Imports of Wheat Flour

Source of Supply	1926	1927
	In Metric Tons	(2,204 lbs.)
Hamburg	68,122	68,104
Hungary	50,690	52,191
Canada	8,311	15,859
Roumania	34,271	12,809
Germany	17,184	9,671
France	5,784	4,854
United States	8,544	4,788
Jugoslavia	10,445	3,512
Holland	638	1,033
Great Britain	987	782
Trieste	1,401	531
Austria	1,561	486
Italy	2,431	70
Poland	1,636	0.3
Total	219,044	175,627

It will be noted that the reduction last year in total imports was chiefly at the expense of importations from Roumania, Germany, and Jugoslavia. The imports of flour from Hungary last year at 52,191 metric tons or 585,817 barrels was slightly greater than in 1926. The bulk of the Hungarian flour, however, was imported in the last five months of the year after the Hungarian-Czechoslovak trade treaty went into effect, which was also the period of most active trade in imported flour. The trade statistics show an import of wheat flour from Hungary in the months of August to December, 1927, amounting to 34,577 metric tons.

The chief concessions to the flour trade contained in the trade treaty with Hungary were the fixing of the raw product equivalent of 100 kg. of flour or milled products of wheat or rye exported against duty-free import licences at 115 kg. of wheat or rye and the provisions for the non-transferability of the import licence to be used within a period of nine months. A measure was also introduced providing for the compounding of turnover taxes on imported flour and for the reduction of the initial turnover tax payable on importation. The turnover tax on imported flour was reduced from 11 to 8 crowns per 100 kg., and further turnover taxes can be compounded by payment of a lump sum of 5 crowns per 100 kg.

The Czechoslovak import trade in flour was most active during the last five months of the past year and the largest importation took place in December. The trend of the trade is indicated by the following table of the total quantities of wheat flour imported into the Republic each month from January, 1927, to February, 1928:—

Month	Total Quantity Imported
1926	Metric Tons
January	9,094
February	10,825
March	12,984
April	10,502
May	11,095
June	16,636
July	10,776
August	16,579
September	11,913
October	18,008
November	19,143
December	27,472
1928	
January	13,247
February	11,506

The large quantities imported in the last three months of 1927 led to a congestion of flour on the Czechoslovak market.

FLOUR EXPORTS TO OTHER NORTHERN EUROPEAN COUNTRIES

The exports of Canadian flour during the past year to the countries under the jurisdiction of the Canadian Trade Commissioner at Hamburg can be summarized by the following table showing the quantities and values of the exports of flour to those countries given in the Canadian trade returns for the calendar year 1927:—

Canadian Flour Exports, 1927

To	Quantity Barrels	Value \$
Germany	1,038,001	6,709,379
Norway	332,215	2,172,467
Denmark	258,676	1,772,122
Finland	190,052	1,261,516
Czechoslovakia	114,861	745,752
Sweden	72,272	501,025
Poland and Danzig	69,874	439,128
Austria	29,452	198,905
Estonia	27,577	172,358
Total	2,132,980	13,972,653

The total value of the exports of Canadian flour to this territory therefore was nearly \$14,000,000, which was slightly less than one-quarter of the value of the total Canadian export trade in flour last year. In 1926 the exports of Canadian flour to this territory were valued at \$17,668,025.

It has already been explained that the bulk of the flour shown in the Canadian returns as having been exported to Germany was consumed in Czechoslovakia. A smaller proportion would also be consumed in Austria, which country derives most of its imports of Canadian flour through the port of Hamburg. It has been estimated that Austria in recent years has been consuming around one hundred thousand barrels of Canadian flour a year. It is also possible that small lots of Canadian flour shipped to Hamburg and from thence re-exported to Danzig, Poland, Scandinavia, or the Baltic States might also be included in the total exports of flour to Germany given in the above table.

There was only a slight falling off last year in the exports of Canadian flour to Norway, Denmark, Finland, and Sweden. There was a small increase in the exports to Estonia, while the exports of Canadian flour to Poland and Danzig increased from 9,718 barrels in 1926 to 69,874 barrels last year.

Grain

EXPORTS OF CANADIAN GRAIN TO GERMANY

There was a marked increase last year in the exports of Canadian grain to Germany. The larger shipments of wheat and rye accounted for practically the whole of the increase in the total value of Canadian exports to Germany as given in the Canadian trade returns. The German trade statistics also show increased importations from Canada last year of wheat, rye, and feeding barley. The following table compares the total imports and the imports from Canada of the chief kinds of grain for the last two years:—

German Grain Imports

	1926		1927	
	Total Imports	Imports from Canada	Total Imports	Imports from Canada
	Metric Tons	Metric Tons	Metric Tons	Metric Tons
Wheat	2,172,205	661,060	2,612,147	763,425
Rye	245,600	47,526	787,932	336,418
Feeding barley	1,498,426	172,951	1,732,981	370,625
Other barley	241,491	.....	267,291	957
Oats	296,356	76,218	285,709	31,669

In addition to the above, there was an import last year of 2,717 metric tons of Indian corn from Canada.

The above import of 763,425 metric tons of wheat from Canada last year is equivalent to 27,992,250 bushels. This is a considerably larger quantity than the export of wheat to Germany shown in the Canadian trade statistics for 1927. The same applies to the German figures of imports from Canada of rye and barley, the above import of 336,418 metric tons of rye being equivalent to 13,216,421 bushels, and that of 371,582 metric tons of barley to 17,030,841 bushels. It is difficult to account for the discrepancy between the two sets of statistics, even after allowing for the imports of Canadian grain into Germany through Rotterdam and other ports.

The following are the Canadian figures of exports of grain to Germany in 1927:—

	Quantity Bushels	Value \$
Wheat	10,606,513	15,412,540
Rye	3,214,098	3,424,361
Barley	6,885,377	5,754,329
Oats	594,876	364,910

The Canadian statistics therefore show a total export of grain to Germany valued at nearly \$25,000,000, or 62½ per cent of the total value of the Canadian exports to that country in 1927. The export of wheat was double the quantity shipped in the previous year, while in 1926 very little rye had been exported to Germany. On the other hand, there was a decrease last year in the exports of Canadian oats to Germany, which was compensated for by the increase in barley shipments.

CZECHOSLOVAK GRAIN IMPORTS

Wheat and rye are the only kinds of grain imported in large quantities into Czechoslovakia. The Czechoslovak trade statistics for 1927 show a total import of 279,490 metric tons of wheat and 143,093 metric tons of rye. Hungary was the chief source of supply for the wheat imports with 136,987 tons and also for the imports of rye with 45,290 tons. Imports from Hamburg, which would be mostly comprised of Canadian, United States, and Argentine grain, consisted of 52,478 tons of wheat and 25,030 tons of rye. A direct import from Canada of 6,939 tons of rye was given, together with direct imports from the United States of 4,354 tons of wheat and 1,692 tons of rye. Direct imports of wheat from Argentina amounted to 8,344 tons.

EXPORTS OF CANADIAN GRAIN TO SCANDINAVIA

Large quantities of Canadian grain were also shipped last year to the Scandinavian countries. The Canadian returns give an export to Sweden of 1,495,961 bushels of wheat, which is nearly double the quantity shipped in the previous year. Grain exports to Norway comprised 897,268 bushels of wheat, 433,193 bushels of rye, and 251,682 bushels of barley, and in each case the figures were greater than in 1926. The quantity of wheat exported from Canada to Denmark last year was 621,705 bushels, which exceeded that shipped in the previous year, while 237,465 bushels of barley were also exported to Denmark as compared with none in 1926.

Packing House Products

The exports of Canadian packing house products to Germany in 1927 were less than in previous years. The large trade in sweet pickled livers built up by certain Canadian packing houses is now adversely affected by a discrimination in duty. Sausage casings are the most important product of the Canadian packing houses at present shipped to this market, but a fair amount of business

is also done in lard, oleo oil, sweet pickled and frozen livers, tripe, etc. The German trade returns only show among packing house products imports from Canada in 1927 of 1,650,340 pounds of sausage casings, 772,640 pounds of lard, and 289,300 pounds of pork simply prepared. The Canadian trade statistics for 1927 give exports to Germany of \$280,314 worth of sausage casings, 10,557 cwt. of lard valued at \$149,018, \$84,491 worth of animal oils, and \$63,743 worth of other meats.

The German import trade in packing house products was active throughout most of last year. The quota for the importation free of duty of 10,000 tons a month of frozen meat was fully utilized. Imports of lard were only slightly less than in the previous year.

Dairy Products

There has been a very considerable reduction in the exports of Canadian dairy produce to Germany. In 1925 heavy shipments of Canadian butter, combined with the regular business then being done in Canadian compressed cheese, evaporated milk, and milk powder, made a total trade in dairy products from Canada to Germany in that year of a value of over two million dollars. Only small quantities of Canadian butter were shipped to this market in 1926 and 1927. The trade with Germany in Canadian compressed cheese has declined with the establishment of compressing factories in Great Britain by certain of the leading exporting companies. The importation of canned milk and milk powder into Germany from Canada has been effectively stopped by the imposition of relatively high duties, which came into effect in 1925.

The German trade returns for 1927 showed an importation from Canada of 632,280 pounds of cheese and 101,820 pounds of butter, while the Canadian statistics give an export of cheese to Germany of 4,378 cwt. valued at \$113,848. This is only a little over a third of the quantity shipped in the previous years. Those Canadian companies who are still shipping compressed cheese from Canada enjoy an excellent reputation in this market and in spite of duty handicaps their trade is increasing. There is only a very small demand for Canadian bulk cheese in Germany, but some lots have recently been sold to German compressing factories.

Very little canned milk was imported into Germany last year, but there was an import of 13,405,920 pounds of milk powder in barrels, most of which came from Holland. Canada is at present excluded from this trade by a discrimination in duty.

Condensed or semi-solid buttermilk continues to be shipped from Canada to Germany, where it is used for cattle food. Attempts are also being made to introduce Canadian powdered buttermilk, which is being imported from the United States for the same purpose as the condensed product. The total imports of buttermilk into Germany last year amounted to 3,492,060 pounds, of which 833,360 pounds were imported from Canada and the balance from the United States.

Honey

A satisfactory increase can be reported in the sales of Canadian honey to Germany and the demand is increasing as the quality of the Canadian product becomes better known. The total imports of honey into Germany in 1927 amounted to 17,234,800 pounds. The United States was the largest supplier with 6,537,740 pounds. Imports from Canada were given at 465,080 pounds. The Canadian trade returns given an export to Germany last year of 650,072 pounds of honey valued at \$56,526.

Canned Goods

The trade with Germany in canned goods is greatly restricted on account of the high duties. There is a fairly considerable importation of sardines from Portugal and Norway, and also some import of California fruits and canned meats from Argentina. Canadian sardines at present cannot be imported into Germany on account of duty discrimination, so that canned salmon and lobsters are practically the only canned goods which Canada can now export to the German market. The former, however, are subject to a duty equivalent to about 8 cents a pound and the latter to one of about 87 cents a pound. With such high duties there is not much scope for a large trade. Moreover, canned crab from Japan can now be imported into Germany at a duty less than one-quarter of that applicable to canned lobsters, and this has been seriously interfering with the trade in the latter product.

A small business is being done with Czechoslovakia in Canadian canned fish, but in this market also high duties restrict the demand.

The Scandinavian countries offer better openings for the sale of Canadian canned fish than the countries of Central Europe. This is particularly the case with Sweden, which is one of the principal overseas markets for canned lobsters. The exports of the latter product from Canada to Sweden last year amounted to 3,525 cwt. of a value of \$294,266.

Fresh and Dried Fruits

Fresh apples at present cannot be imported into Germany from Canada on account of a duty discrimination, which amounts to as much as 38 cents a box against the Canadian product. In the 1926-27 season there was a very strong demand in Germany for North American apples and around a million boxes were sold on the Hamburg auctions. During the past season the demand has been far less active.

Canadian apples are being sought after to an increasing extent in the Scandinavian markets and larger quantities could have been sold last year if greater supplies had been available.

Germany provides the chief market for Canadian exports of dried apples and last year a number of new connections were formed for this trade. Total exports were less than in 1926, the Canadian returns showing an export of 787,585 pounds of dried apples to Germany in 1927 as compared with 1,056,565 pounds in the previous year. The value of last year's export to Germany was \$82,270, which was over half the value of the total exports of dried apples from Canada. The German trade returns show a total import in 1927 of 19,895,480 pounds of dried apples and pears, the bulk of which was supplied by the United States.

Fish

The principal Canadian fish products in addition to canned fish and fish meal at present being exported to Germany are frozen eels, mild-cured salmon, and frozen salmon. The Canadian trade statistics give exports to Germany in 1927 of 1,632 cwt. of frozen eels valued at \$20,989, 2,018 cwt. of frozen salmon valued at \$24,943, and 4,841 cwt. of pickled salmon valued at \$127,209. Frozen eels and mild-cured salmon are used in the German smoking plants and there is a regular demand for these products. The total imports of salted salmon into Germany last year amounted to 4,769,380 pounds. Frozen eels are imported from Canada to supplement the supplies of live eels from European countries. A great many Canadian eels have been exported to this market by New York firms. The German trade returns for 1927 show imports of 334,400 pounds of eels from Canada and 790,020 pounds from the United States. Regular consignments of Canadian frozen salmon are received in Germany, but this trade has not yet attained its pre-war volume.

FEEDING STUFFS IN THE WEST OF ENGLAND

ASSISTANT TRADE COMMISSIONER LESTER S. GLASS

Bristol, May 2, 1928.—In the feeding of stock, farmers in the West of England and the Midlands, in common with other parts of the United Kingdom, are resorting more to concentrated and prepared feeding stuffs as time goes on. Imports into the United Kingdom of the various kinds of feeding stuffs in 1926 totalled 665,196 long tons, made up as follows: bran and pollards, 102,113 tons; shorts and middlings, 56,006; cottonseed cake and meal, 265,113; ground nut cake and meal, 56,245; linseed cake and meal, 91,105; rapeseed cake and meal, 5,705; other, 88,909 tons.

FISH MEAL

Fish meal as a food for animals has become increasingly popular during the past few years, and what was at one time considered waste by the fish packers has become a valuable by-product. In the great fishing port of Hull during 1927 there were over 37,000 tons of fish waste treated to be used as feed. In a recently published report of the Imperial Economic Committee it is stated that fish meal "is of great value to the agricultural industry in the feeding of stock and poultry, is a food rich in protein and contains also a necessary mineral constituent often deficient in other feeding stuffs. That fish meal appears to possess a special virtue above that indicated by chemical analysis, and that it is of great value—even necessary—in a ration for young growing animals."

There are two distinct types: white fish meal and herring meal. White fish meal is made from what is known as non-oily fish such as cod (from which the liver has been extracted), hake, plaice, haddock, and ling, and it is this meal which is in greatest demand for feed for animals and poultry. Herring meal when dried contains a considerable amount of oil which varies according to the season of the year, and it is the presence of this oil which causes meat, eggs, and milk from the animals fed on it to have a distinctly fishy flavour.

Imports of Canadian fish meal into this market have been confined to the pilehard from British Columbia. Unfortunately the demand is principally for meal with an oil content not to exceed 3 per cent, and owing to the fact that the pilehard is an extremely oily fish, this requirement cannot be met. The other factor which has militated against heavy imports of British Columbia fish meal has been the fact that higher prices are obtainable in the German market. Bristol importers acting as indent merchants have endeavoured to obtain supplies of Canadian fish meal for direct shipment to Hamburg. To be suitable for the West of England market, the meal must be of a light colour, practically odourless, and of a bulky nature.

There is a very restricted sale for meal of an oil content up to 8 per cent; the preference is for one not to exceed 6 per cent. The difference in price, however, between a meal of 3 to 4 per cent and one of 8 per cent is only 15s. (\$3.65) per ton. Some samples of English meal have remained in a paper bag for a period of three weeks without the oil spotting through.

Present prices have remained firm for the past month and are as follows:—

No. 1 Quality.....	per 2,240 pounds, £19 15s. (\$95.98)
Analysis: Oil, 4 per cent; albumenoids, 60 per cent.	
No. 2 Quality.....	£19 (\$92.43)
Analysis: Oil, 6½ per cent; albumenoids, 58 to 60 per cent.	

These prices are said to be higher than those ruling and an average might be placed at £15 to £16 (\$72.90 to \$78.04) per ton c.i.f. Bristol or Avonmouth. (See Trade Inquiry Nos. 420, 421, on page 798 of this issue.)

MEAT AND BONE MEALS

Besides being used as a fertilizer, there are numerous compounds of meat and bone which are used extensively as feed. Fine meal contains very little

meat and commands a relatively low price of around £10 15s. (\$52.25) per ton. Granulated meal, on the other hand, costs according to the amount of oil and albumen contained in it as follows:—

Oil, 10% albumen 45 to 50% (pure meat meal)	£12 10s.	(\$60.75)	to	£13 10s.	(\$68.04)
Oil, 6 to 7% albumen 40 to 45%.....	£12 0s.		to	£13 0s.	(\$58.39 to \$63.26) per ton
Oil, 7 to 8% albumen 38 to 40%.....	£11 0		to	£12 0	(\$53.53 to \$58.39) per ton
Oil, 10% albumen 35 to 38%.....	£10 0		to	£11 0	(\$48.68 to \$53.53) per ton

SEED CAKES

Many seeds, nuts, and similar plant materials are used in the manufacture of what is called seed cake. In the preparation of this the seeds are first treated to extract certain constituents not desirable such as oil and fibre. The usual practice in this district is for the seed cake manufacturers to contract to supply seed cake with a certain fixed chemical analysis. In this way, if the price of one material should go up, there could be substituted another in varying proportions to give the same analysis. Analysis of all feed cakes is required by law; failure to conform means the removal of such cakes from the market. Fibre content should not be more than 10 per cent and carbohydrates not less than 40 per cent.

There is one important English company who manufacture only foods of declared constituents and of constant analysis which have been approved by scientists and agriculturists in this country. For the interest of manufacturers of feedstuffs and Canadian agriculturists the following are the recipes and analyses of some of the more important cakes:—

Dairy Mixture

2 parts whole linseed (ground).			
18 " decorticated ground nut cake and/or meal or prime decorticated cotton seed or soya meal.			
10 " coconut cake			
28 " palm kernel cake and meal.			
12 " rice meal.			
10 " molasses (cane) or locust bean meal.			
12 " pollards.			
10 " maize gluten feed.			
102			
2 " mineral mixture added.			
	Analysis		
	Total	Digestible	
	Per cent	Per cent	
Protein.. . . .	24.0	19.4	
Oil.. . . .	5.4	4.7	
Carbohydrates	46.0	39.0	
Fibre.. . . .	7.9	3.4	
Mineral matters	4.9	..	
	100.0		

Cattle Fattening Mixture

15 parts linseed cake.			
5 " decorticated ground nut cake or meal or soya meal.			
15 " palm kernel meal.			
25 " rice meal.			
30 " maize.			
10 " molasses (cane) or locust bean meal.			
100			
2 " mineral mixture added.			
	Analysis		
	Total	Digestible	
	Per cent	Per cent	
Protein.. . . .	17.0	12.8	
Oil.. . . .	6.4	5.6	
Carbohydrates.. . . .	53.6	47.1	
Fibre.. . . .	6.3	2.4	
Mineral matters.. . . .	4.7		

Pig Mixture

7½	parts	decorticated ground nut or soya meal.
7½	"	palm kernel meal.
60	"	barley and maize (at least half barley).
20	"	pollards.
7½	"	locust bean meal, or molasses (cane).
<hr/>		
102½		
<hr/>		
2½	"	mineral mixture added.

	Total Per cent	Analysis Digestible Per cent
Protein..	14.6	11.8
Oil..	3.5	3.0
Carbohydrates..	61.0	54.8
Fibre	5.0	3.0
Mineral matters..	2.7	

With the coming of the summer months, when most of the feeding may be done in pasture, there is of course a slackening in the demand for feeds of all descriptions, although prices have remained firm and in many cases are considerably above those asked at this time last year.

Feed Cakes.—With the continual hardening of foreign prices for ingredients, the position of the domestic cake manufacturer is a difficult one. Locally made linseed, cotton and compound cakes and meals all show advances in price. Compound cakes and meals are now offered for delivery to the end of next season at prices from 15s. to £1 (\$3.65 to \$4.86) in advance of the prices ruling last year. Prices of compound cakes and meals have advanced and to-day's values are as follows:—

Milk ration nuts or meals..	£11	0s. (\$53.53)
Feeding nuts or meals..	11	5s. (\$54.75)
Dairy nuts or meals..	11	5s. (\$54.75)
Fattening nuts or meals..	11	15s. (\$57.17)

Cereals.—So far as cereals are concerned, spot values for wheat, maize, barley, and especially oats, are all well maintained with hardening tendencies. It is anticipated that there will be a shortage of oats for the next few months or until the new crop is put on the market.

Linseed Cakes.—May to August values for linseed cakes of ordinary quality showing 8 per cent oil are quoted as follows. All quotations are per long ton f.o.b. Bristol or Avonmouth:—

Spot delivery..	£12	17s. 6d. (\$67.39)
May delivery..	12	15s. 0d. (\$66.90)
June-July delivery	12	10s. 0d. (\$65.68)
August delivery..	12	15s. 0d. (\$66.90)

For superior quality cakes showing 12 per cent oil there is an addition of 17s. 6d. (\$4.25) per ton for similar delivery. Canadian linseed cake is looked upon as too hard. Prices have been the same in Canada as they are here, and as a result there has been little or no business moving either way.

Cotton Cakes.—Cakes of cotton seed have also shown an advance, ranging from 2s. 6d. to 5s. (60 cents to \$1.20), and are quoted at from £8 15s. to £9 2s. 6d. (\$41.57 to \$43.40) for spot or June delivery and with slight increases for August delivery of Indian supplies.

Sunflower Cakes and Meal.—These have not been offered on this market for some time past. It is impossible to place any value on products of this nature.

Millers' Offals.—There has been good trading in millers' offals; the last prices noted were 9s. 3d. to 9s. 6d. (\$2.25 to \$2.34) for shorts, with bran bringing 8s. to 8s. 3d. (\$1.94 to \$2) ex local mills. These prices show a decided tendency to remain firm. (See Trade Inquiry No. 422 on page 798 of this issue.)

Sussex Oats.—There is a good demand for whole oats ground to a very fine meal, for which the present price is £12 (\$58.39) per ton c.i.f. Bristol or

Avonmouth. Canada has in former years tried to meet this demand, but with small success owing to the fact that the grind is not fine enough. A small sample of Sussex oats is on file at the Department of Trade and Commerce, Ottawa, which may be had on application. (See Trade Inquiry No. 412 on page 797.)

Dried Brewers' Grains.—A few years ago Canadian firms did a fair business in this commodity, but recently there has been but little movement. There is still a large demand in this country for brewers' grains which are machine-dried. The prices at which this is sold at the present time range from £6 to £7 (\$29.20 to \$34.06) per ton, and there is indication that these should rise later in the year. One of the most highly prized feeds for hens and also for a general cattle feed is the residue grain from the plants of manufacturers of malt foods and extracts; this commands a much higher price than the supplies from brewers. (See Trade Inquiry No. 413 on page 797.)

Alfalfa Meal.—Canadian firms have been shipping quantities of alfalfa meal to this market, but it does not meet with the favour of the buyers on the ground of colour. To keep this market the meal must be of a bright green. Although it has the same food qualities as the green, the brown meal is not desired, and importers who have offered Canadian supplies find that they cannot dispose of them readily owing to this fact. It is quite possible for Canadian firms to supply meal of the proper colour, as it has been done on many occasions, but until the colour is constant importers prefer to seek supplies elsewhere. For those who can supply alfalfa meal of the preferred colour there is a good market with prices standing around £9 (\$43.80) per ton c.i.f. Bristol. (See Trade Inquiry No. 417 on page 797.)

Yeast.—There is rather an innovation in feeding stuffs which is called pure unextracted dried yeast, for which there is a growing market with prices ranging around £20 (\$97) per ton. It is prepared by spraying live yeast on heated rotating drums which kills the bacterial action and dries the yeast without scorching. A small sample is on file at the Department of Trade and Commerce. (See Trade Inquiry No. 414 on page 797.)

Biscuit Meal.—£17 (\$82.72) per ton is the ruling price on this market for unsweetened biscuit meal. This meal is of the same as common dog biscuit and is ground up into a coarse meal. (See Trade Inquiry No. 416 on page 797.)

Oyster Shell.—For good clean oyster shell the price ruling at the present time is £3 8s. (\$16.50) per ton packed in new bags.

When making offers for this market, prices should almost invariably be c.i.f. and in sterling.

NORTH OF ENGLAND COMMODITY MARKETS

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

TIMBER

Liverpool, May 9, 1928.—The market for New Brunswick and Nova Scotian spruce was active during April. Arrivals were above normal but consumption was good. Prices eased slightly, however, liner lots from Nova Scotia bringing around £13 10s. per standard c.i.f. Liverpool for deals, while cargo lots showed a similar decline. Superior New Brunswick spruce brought £1 to 30s. more. Freight from Maritime ports were reduced 2s. 6d. to 5s. per standard in April, partly offsetting the reduced prices obtained here.

There was no material change in the Polish whitewood situation during the month, prices ruling around £14 5s. c.i.f. for assorted and mill run at £13 15s. The birch market was firm with Nova Scotian planks quoted as £16 10s. to £16 15s. The output of Nova Scotian and New Brunswick birch logs for the season has now come forward. Quebec birch lumber was quiet, shippers selling freely at £24 to £25 per standard.

Business in Douglas fir was active, with prices fairly steady. Stocks here are rather heavy. Sales of No. 2 clear and better were reported at £20 10s. per standard c.i.f. Liverpool and Manchester, while there were ready sellers of merchantable grades at £14 to £14 10s. For the month ending April 30, 1928, unofficial statistics of certain imports, consumption and stocks are given in comparison with the corresponding period of 1927, as follows:—

Liverpool

	Import		Consumption		Stock	
	1927	1928	1927	1928	1927	1928
Douglas fir.cu. ft.	121,000	132,000	148,000	96,000	219,000	480,000
Birch logs.cu. ft.	10,000	48,000	21,000	28,000	6,000	25,000
Birch planks.cu. ft.	63,000	56,000	60,000	46,000	135,000	121,000
Quebec Yellow Pine Deals. . .stds.	Nil	Nil	460	350	4,140	3,370
N.B. and N.S. Spruce and Pine. .stds.	1,200	1,040	1,670	2,270	2,800	6,150

Manchester

	1927	1928	1927	1928	1927	1928
Douglas Fir.cu. ft.	Nil	23,000	2,000	8,000	23,000	46,000
Birch Logs.cu. ft.	1,000	1,000	1,000	2,000	4,000	3,000
Birch Planks.cu. ft.	3,000	5,000	13,000	8,000	19,000	12,000
Spruce Deals.stds.	650	980	1,020	550	910	2,420

GRAIN AND FLOUR

The wheat market continued active during April, with rising prices due largely to adverse reports on the winter wheat crop in the United States. Manitoba wheat prices advanced 3s. 3d. to 3s. 6d. per quarter during the month, with Argentine showing a similar rise. Arrivals of the latter were heavy, but consumptive demand was not good, with buying on a hand-to-mouth basis. Stocks in public warehouses, almost entirely Argentine, are double those at the end of March and amount to 424,000 quarters, and in addition large quantities are already contracted for. Stocks in Manchester show little change from last month.

There was an unusually small amount of business in Manitoba for shipment after the opening of navigation, due to the relatively high prices demanded, and millers are using as little Manitoba wheat as possible. There appears to be a tendency on the part of Argentine shippers at present to hold the balance of surplus which would favour increasing purchases of Canadian wheat during the coming season. Reports indicate that the European cereal crops have improved considerably during the past fortnight.

Importers continue to experience difficulty in disposing of flour because of domestic competition. It is reported that brokers have booked with home millers early in the month to cover total requirements for the next two months at around 37s. Canadian export patents were quoted nominally at 37s. 9d. c.i.f. per 280 pounds at the beginning of April, advancing to 41s. in the second week following the rise in wheat prices, but declined to close at 39s. 6d. Australian at around 41s. 6d. ex quay was considered high, while Kansas flour was also out of line. The preliminary figures showing imports of grain and flour to this area during April, 1928, are as follows:—

	Wheat Quarters	Flour Sacks	Barley Quarters	Oats Quarters
Liverpool.	641,937	20,968	11,615	32,805
Manchester.	154,002	3,376	1,073	154
Hull	219,189	4,677	15,859	34,569
Newcastle.	34,687	....	....	22,032

HAY

Arrivals of hay at Liverpool from Canada during April are estimated at 15,060 bales as compared with 7,935 in March and 16,740 in February. Prices realized were around 94s. to 95s. per long ton c.i.f. Canadian hay is prac-

tically off the market at present, arrivals being delayed through late opening of St. Lawrence navigation. There is no apparent shortage, however, as there have been increased offerings of domestic hay, as is usual at this season.

EGGS

There were heavy purchases of Irish eggs during April for cold storage which kept prices steady in the early weeks, but with increasing supplies from this source and from the Continent, prices eased in the last week. Small Polish eggs are now selling at 1d. each retail. The average price of eggs going into storage in Ireland is around 6d. per 120 higher than last year. There have been no offers made yet for contract supplies.

BUTTER

The market was generally quiet during April. New Zealand opened at 172s. per cwt., but fell to 166s. in the first week. Prices recovered to 170s. towards the middle of the month and eased again to close at 166s. Direct arrivals of New Zealand during the month amounted to 10,918 boxes. A small quantity of Australian reached this market from London, bringing around 156s. Danish was fairly steady opening at 186., and after declining to 180s. in the middle of the month, strengthened to close at 184s. Small shipments of new make Irish butter have arrived, bringing 162s. to 166s.

CHEESE

Consumption was normal with little variation in prices. New Zealand was quoted throughout the month at from 97s. to 100s. There was one direct arrival reported of 5,635 boxes. Canadian was in small supply, September quality being quoted at 107s. to 109s. Offers of new-make Canadian have been received at 92s. to 94s., but no transactions have been reported. The English Cheshire season is late this year, the quantity produced to date being only 75 per cent of last year's. It is suggested the Pure Food Regulations prohibiting the use of preservatives are restricting the amount of milk available from that source for cheese-making here. There were no imports of ordinary cheese to Liverpool during April 1928, but 3,371 bundles and 810 cases and cartons of processed cheese were brought in. During the corresponding period of last year 125 boxes, 1,496 bundles of ordinary, and 713 cases and cartons of processed cheese arrived at this port.

BACON

Consumption was good during April, but killings in Denmark continued high, averaging 94,000 per week. These abnormal figures are attributed to the high prices ruling for feedstuffs. The opening and closing prices respectively for the month were: Danish, 84s. and 86s.; Swedish, 75s. and 80s.; Dutch, 72s. and 78s. Canadian and American bacon was in short supply, the former being quoted at 80s. to 82s. for bales. Canadian hams have been held back due to large supplies of gammons cut from Continental Wiltshire sides. Cumberland cuts advanced due to scarcity of supplies. The following are unofficial estimates of the stocks of provisions in port of Liverpool on April 30, 1928, as compared with March 31, 1928 and April 30, 1927.

	Mar. 31 1928	Feb. 29 1928	Mar. 31 1927
Bacon (U.S. and Canadian)Cwt.	38,599	34,448	38,420
Hams (U.S. and Canadian)Cwt.	19,015	18,141	13,044
Shoulders (U.S. and Canadian)Cwt.	1,961	1,717	5,391
Butter (all countries)Cwt.	6,444	5,200	3,982
Cheese (full shapes—Canadian and U.S.) Boxes	2,518	5,253	3,016
Cheese (full shapes—Australian and New Zealand)Crates	1,705	1,629	1,844
Cheese (50 lbs. and under)Boxes	189	45	22
Cheese (manufactured)lbs.	17,145	9,416	12,475
Lard (prime steam western)Tierces	1,039	400	1,101
Lard, imported pure refined lard in tierces, firkins or other packagesTons	2,970	2,891	1,162

NEW ZEALAND TRADE

TRADE COMMISSIONER C. M. CROFT

Auckland, April 16, 1928.—The New Zealand Customs Department have just issued returns for the month of March, the three months ended March, and the fiscal year. The figures disclose a decided improvement in New Zealand's trading position. For the financial year ended March 31, the balance of exports over imports amounted to £10,542,674 as compared with an adverse balance of £2,510,332 for the previous year, so that there has been an improvement in the visible balance of trade of over £13,000,000. It should be noted that the prosperity of New Zealand depends to a very substantial degree on the balance of exports to imports, there being few other sources of wealth which have been fully exploited.

An examination of the figures shows that the exports for March this year were £1,237,061 greater than in March, 1927, the values being £7,687,503 and £6,450,442 respectively. The exports were less in value than in February, this drop being accounted for by the seasonal decrease in butter and cheese shipments. Imports for March, 1928, were valued at £4,284,032 as against £4,692,209 for the corresponding month last year.

Exports for the three months ended March 31, 1928, were valued at £23,136,710, or nearly double the value of the imports for the same period. The corresponding value for last year was £16,671,033. The imports for the quarter under review were valued at £11,632,290, a drop of £363,589 as compared with the quarter ended March, 1927. From these figures it is seen that the balance of exports over imports for the three months was £11,504,420, which is a record, the previous high total for the first three months of any calendar year being for 1925, when exports exceeded imports by £9,705,632.

The value of the exports for the fiscal year ended March was £54,962,031 as against £45,682,338 for the previous fiscal year, an increase of £9,279,693. The previous high total of exports was for the fiscal year 1924-25, when the exports amounted to £54,771,158. Imports during the twelve months ended March 31 were valued at £44,419,357, a drop of £3,773,313 as compared with the previous financial year. The imports for the fiscal year just ended were the lowest in value since 1923-24. The visible favourable balance for the year—£10,542,674—does not constitute a record, for in 1919-20 there was an excess of exports of £18,614,621. That high total was due in large measure to the heavy shipments in 1919 of produce accumulated during the war-time shortage of shipping facilities. The favourable balance for the year is, however, a record for any period of twelve months since the war.

In previous issues of the *Commercial Intelligence Journal* during the past year or so statements have been made that New Zealand was experiencing a degree of depression, reflected in the various phases of industry and commerce. The original cause of the depression was a contraction in the country's wealth brought about by conditions in its principal market in 1926. Evidence of progress towards more prosperous times has been accumulating for some months. The recuperation has been brought about by the practice of economy in overseas purchases during the past two years, coupled by the renewed strength of the demand for New Zealand produce, and by a season which, in spite of the deficient rainfall, has been on the whole quite favourable. The immediate result is that exports have expanded phenomenally and imports have been markedly curtailed. To quote one of the leading daily papers: "Such a transformation is surely a stimulating challenge to the people's faith in New Zealand, their confidence in its fundamental strength and stability, and their courage to pursue boldly enterprises destined to ensure the maintenance of its bountiful prosperity."

FOREIGN TRADE OF WESTERN SAMOA, 1927

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, April 17, 1928.—The total value of Western Samoa's foreign trade during the calendar year 1927 was £640,347, this figure comprising a value of imports of £304,369 and export values of £335,978. The unfavourable balance of the preceding year of £4,157 (imports, £324,940; exports, £320,783) gave way during 1927 to a favourable balance of £31,609 at the same time as the value of all foreign trade fell off by £5,376.

Some marked changes in the country of origin of various imports and in the standing of overseas countries as sources of Western Samoan purchases are apparent from a comparison of import statistics for 1926 and 1927. In the former year New Zealand and Australia supplied goods for Western Samoan consumption valued respectively at £92,159 and £87,850. During the latter year the value of New Zealand's exports remained fairly constant at £88,889, while those from Australia decreased in value by over £19,000 to £68,700. The United States and the United Kingdom, which in 1926 ranked third and fourth in importance in the same respect, show a decrease of £15,000 in the case of the former, while imports of United Kingdom produce increased in value by £12,500 to £62,893, and in 1927 exceeded those of the United States by £11,500. Grouping together the values of imports from these four countries, it is evident that a total for 1926 of £296,650 fell off to £271,827 during 1927, the percentage of this figure to that of imports from all countries also falling from 91 in the former year to 89 during the last twelve-month period.

Imports from Fiji and Canada showed practically no change during 1927, those from the former increasing by almost £1,000, while shipments of Canadian goods fell off in value by £65. The value of the incoming trade from Germany increased by £1,500 and that from India by £500, while shipments from Hong Kong fell off by some £600. Import values of products of Chinese, Japanese, and French origin all showed small but substantial growth during the year recently terminated.

Imports into Western Samoa from Principal Countries, 1926 and 1927

	1926	1927
New Zealand	£92,159	£88,889
Australia	87,850	68,700
United Kingdom	50,868	62,893
United States	66,273	51,345
Fiji	8,646	9,531
Canada	8,071	3,006
Germany	3,007	4,655
India	2,591	3,028
Hong Kong	2,952	2,329

Of particular importance from the point of view of changes during the year in the import values of particular commodities are the following: drapery, apparel and textiles, of which imports increased in value from £48,870 to £51,874, the difference representing goods of United Kingdom manufacture; motor cars, parts and tires, the value of which fell off from £16,007 to £10,591; unmilled rice, imported in 1927 in only half the quantity recorded for the previous year (£14,371 and £7,394); flour, of which all shipments decreased by almost £3,500 and those from Australia by only slightly less than that amount; and preserved fish, which showed an increase in total imports of £1,500 and in those from Canada of practically £2,000.

Import trade from Canada during the year recently ended has assumed a considerably altered aspect from that of the previous corresponding period. Whereas during 1926 over 50 per cent of the value of Canadian goods was made up by motor cars, parts or tires, this business has now fallen off to half the

former volume, and during 1927 no less than 68 per cent of the value of incoming shipments from Canada represented the products of Pacific Coast salmon canneries (£5,421). The value of imports of motor cars, parts and tires, fell off from £4,187 to £2,106, while those of other commodities, on account of their minor importance, show practically no change.

OPPORTUNITIES OF THE WESTERN SAMOAN MARKET

The purchase and sale of goods offered for sale in the Western Samoan territory is practically limited to the operations of several large houses interested in the development of this and other Pacific territories. Their connection with the export trade in copra, and to a lesser extent that in cocoa and rubber, has had an important bearing on the country of origin of many incoming shipments of manufactured goods and will naturally continue to influence the character of a considerable proportion of purchases from overseas countries. Shipping facilities also have a direct bearing on the same question, although the transshipment of Canadian goods at Fiji or even New Zealand ports offers only slight difficulties to an increase in the importation of Canadian products.

The fluctuation in the value of imports from the principal countries exporting to the Western Samoan territory during the last year affords ample evidence of the opportunities available in this market. It is suggested that Canadian firms interested in the development of larger overseas demands for various textile manufactures, lumber, hardware, flour, paper, paints, iron and steel bars, and electrical equipment consult their New Zealand agents regarding the possibilities of this outlet for their products. The Canadian Trade Commissioner in New Zealand will also be pleased to report on the Western Samoan market for any specific commodities.

(See *Commercial Intelligence Journal* Nos. 1238 and 1241 for detailed report on "Import Trade of Western Samoa, 1926".)

SOUTH AFRICAN ECONOMIC CONDITIONS

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, April 10, 1928.—The outstanding feature of the first quarter of 1928 is the breaking of the drought in those areas which were untouched by the Christmas rains. This was so effective that many areas were flooded, entailing some loss of life and considerable loss of stock, crops, buildings, and property. In some cases the soil was washed away, completing the ruin commenced by drought. In general, however, the rains have been most beneficial, and the agricultural outlook for 1928 is excellent.

The effect is renewed optimism in commercial circles, strengthened by the continued firmness of wool prices overseas, and an exportable surplus of maize, the chief agricultural crop, which is estimated as the second largest crop in recent years. The maize areas have not been affected by drought, but the wheat areas in Cape Province have suffered heavily. This year the maize crop is late, due to insufficient rainfall in February, and is liable to damage by early frosts on the high veld of the Orange Free State and Transvaal.

The manufacturing industries, with one or two exceptions, report fairly steady business with expansion expected in several instances. Progress is evident in the mining industries, especially in diamonds. The value in 1927 amounted to £12,392,000 compared with £10,684,000 in 1926: Of the 1927 output, alluvial diamonds amounted to more than 50 per cent of the total compared with 37 per cent in 1926 and 23 per cent in 1925. The Diamond Bill recently passed by the House is expected to curb alluvial production materially during 1928 in an effort

to stabilize the industry. The supply of native labour on the Rand is now plentiful, and in consequence the gold mines are showing increased activity.

The Budget introduced on April 5 provided for several decreases and a few increases in the customs tariff, which have already been reported on. The general tendency was towards a decrease of this indirect taxation, influenced in some measure by the comparatively large surplus of £1,750,000 collected in customs duties in 1927 over and above the estimates.

SOUTH AFRICAN TENDERS FOR SCRAP IRON

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, April 18, 1928.—The South African Railways asked for tenders on March 29 for 300 tons of scrap iron. All offers were required to be presented by April 2, which did not allow any overseas firm to quote unless they had buying agents in South Africa. Two or three Canadian firms have approached this office recently in an effort to obtain supplies of this kind, including scrap rails, but nothing was available. Quotations f.o.b. Union ports were asked for, but the policy of the railways is to quote only f.o.b. dump. There is an agreement between the railways and the Iron and Steel Works at Vereeniging, whereby the latter buy all this scrap material at contract rates, providing they can absorb it. The above tender is for surplus stocks which cannot be absorbed by the steel works, but as the latter have been making greater amounts of pig-iron lately, it is possible that these tenders will become more frequent.

Any Canadian firm interested in tendering must first appoint buying agents in the Union due to the f.o.b. dump quotation required by the railways. Suitable firms will be recommended by this office on application.

INSTALMENT SELLING IN BRAZIL

Mr. Frank Knight, office of the Trade Commissioner in Rio de Janeiro, writes under date April 25, 1928, that a system of credit selling on the instalment plan is becoming popular in that city, especially in the larger stores handling a wide range of articles such as clothing, household appliances, furniture, and musical instruments. This system of instalment selling carries with it a greater measure of safety for the merchant than in Canada. The purchaser under this plan must secure a "fiador" or surety who actually guarantees payments in case of default by the person who has obtained credit. Ten per cent is added to the purchase price to cover interest, stamps, and other expenses; the total amount is then divided into ten monthly instalments, of which two are payable at once and the remainder during the eight consecutive months. Once credit is conceded and the first four instalments are punctually paid, the purchaser has then a right to contract a new credit under the normal system established. The "fiador" (surety) must be a merchant, owner of property, or person of responsibility, and he must live in Rio de Janeiro. Translations of the methods followed and the forms used can be had on application to the Department of Trade and Commerce, Ottawa.

ITALIAN AGRARIAN PRODUCTION IN 1927

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, May 4, 1928.—On account of decidedly adverse atmospheric conditions, the Italian agrarian production was in 1927 less than that of the preceding year, says an article appearing in the *Corriere Mercantile*, a daily paper issued at Milan. Improved methods of tillage and the use of selected seed compensated, however, to a certain extent for the very unfavourable weather, so

much so that last year's production compared favourably with the average yield of the five-year period 1922-26. What really aggravated the situation was the contraction in prices, due on the one hand to the revaluation of the lira, and on the other to lower quotations prevailing on the international market.

In an endeavour to present the situation as it stood, brief comments on the diverse products of the soil are hereafter offered.

Italy's wheat yield in 1927 amounted to 5,329,100 metric tons as against 6,500,000 metric tons in 1926, and an average of 5,541,700 metric tons for the period 1922-26. The area sown was larger than in the previous year, but the average yield per hectare (2.471 acres) was less—2,354 as against 2,684 pounds.

Final figures with respect to maize are not as yet available, but it is estimated that the 1927 crop stood at close on 2,200,000 metric tons as compared with 2,900,000 metric tons in 1926—a decline of approximately 26.5 per cent. Decreases extended to every region in which maize was grown. There was also an important reduction in the oats yield: 445,900 against 590,000 metric tons. The barley crop was also considerably lower: 205,600 against 240,000 metric tons. The rye yield amounted to 150,800 metric tons, showing a decrease of 14,200 metric tons as compared with 1926. The average rye yield per hectare was 2,860 pounds in 1927 and 3,454 in 1926.

Rice as a set-off showed in 1927 an increase of 16,100 metric tons over the preceding year: 696,100 against 680,000 metric tons. A smaller area was under cultivation, but the average yield per hectare was much greater. The increase was due in no small measure to the atmospheric conditions, which were particularly favourable for the growing of rice, and also to the more scientific methods of cultivation used by the growers.

Despite the fact that the area sown with seed beans was larger by 39,700 hectares, the crop, which amounted to 296,600 metric tons, was less by 64,600 metric tons as compared with 1926.

The potato crop fell from 2,300,000 metric tons in 1926 to 1,900,000 metric tons in 1927.

The quantity of grapes reaped and wine produced was lower in 1927 as compared with 1926, but the quality of both grapes and wine was quite superior, with the result that the Italian wine-growers enjoyed a relatively prosperous year.

Last year closed with the highest production of fruits in recent years. The yield of lemons, oranges, tangerines, and other fruits for 1927 and 1926, and the average crop for the five-year period 1922-26 respectively, reached the following figures: 787,300, 631,100, and 669,600 metric tons.

The 1927 crop of olives is placed at around 800,000 metric tons, showing a decline of 400,000 metric tons as compared with 1926.

To recapitulate, follows a table giving the figures with respect to the above products for 1927 and 1926:—

Italian Agrarian Production

Product	1927	1926 In Metric Tons	Difference
Wheat	5,329,100	6,500,000	— 1,170,900
Maize	2,220,000	2,900,000	— 680,000
Oats	445,900	590,000	— 144,100
Barley	205,600	240,000	— 34,400
Rye	150,800	165,000	— 14,200
Rice	696,100	680,000	+ 16,100
Seed beans	296,600	361,200	— 64,600
Grapes . . . . .	.....	.....	.....
Fresh fruits (oranges, lemons, tangerines, etc.)	787,300	631,100	+ 156,200

The general falling off in the crops, coupled with lower prices, accounted for the Italian agricultural crisis in 1927. Prospects for the forthcoming field crops are excellent.

ECUADOR AS A MARKET*

TRADE COMMISSIONER E. L. MCCOLL

III

Imports

Buenos Aires, April 19, 1928.—Imports into Ecuador for the year 1926 amounted in value to \$9,415,000, and for the first half of 1927 to \$5,498,000. The latter exceeds by \$240,000 the value of imports for the first half of 1926. The Republic claims to have a population of about 2,000,000, which would make the value per head of foreign purchases about \$5. This purchasing power appears very small when compared with that of Canada, which is twenty times as great or about \$100 per head.

POSITION OF THE LABOURING CLASS

It must be noted that some 200,000 of Ecuador's population live in the eastern foothills of the Andes and in the region of the upper tributaries of the Amazon. These people have no share in the imports of the country. A very large proportion of the population is born on estates as farm labour to the land-owners. Most of these labourers, with their families, all of whom are Indians or half-breeds, spent their entire lives on the same property, being succeeded by their children, who also continue to live there. They receive their keep and at the end of each month a small gratuity. Their share in the import trade may be considered negligible. The general labourer's wage of the country is 20 cents per day. Time is considered of no value among the labouring classes and accordingly labour-saving devices are not employed. Their garments are made at home, largely of hand-woven cloth bought from other Indians who make a specialty of weaving and selling their wares by the roadside or at the village fair which is held weekly. The whole Indian population look most picturesque in their brilliant multi-coloured ponchos. The blouses and skirts of the womenfolk are all elaborately hand-worked in cross-stitch and other attractive styles of embroidery. They, however, wear neither shoes nor stockings, nor have they a cent to spend on any imported article excepting, at times, cheap cottons. These people are nevertheless well fed, warmly clothed, sturdy and happy.

In the matter of articles for personal consumption, it will be several generations before half the population at least become an important factor in the imports of the country. The labourer, who is the Indian, has neither use, room, nor cash for gramophones, radio sets, pianos, electric irons, washing machines, or children's scooters or triicycles. Although labour may not itself have surplus money to spend, yet by its industry and thrift it is contributing an overflowing share to the well-being of the community which makes possible the construction of railways, electric power development, water supply and other municipal improvements and to the general development of the Republic. Labour, while not directly a purchaser of foreign products for personal use, is in this manner, indirectly as in all countries, the greatest factor in the import trade.

The salaries of the middle-class employees are very low, probably not more than half of those ruling in Canada. The purchasing power of a family in this category must of necessity be small. After the main necessities of life have been acquired there is little, perhaps nothing, left to purchase even ordinary household labour-saving devices which, while classified in Canada as essential, are considered here as luxuries.

* The first instalment of this series of reports, entitled "The Republic and Its Resources," was published in *Commercial Intelligence Journal* No. 1254 (February 11); and the second, on "Foreign Trade," in No. 1255.

RESTRICTED BUYING CAPACITY OF THE COUNTRY

Ecuador is almost entirely an agricultural country. There is petroleum and there are a few factories, but the number of people dependent on these industries is negligible compared with those who earn their livelihood on the farm. There is consequently little call for industrial machinery or imported raw material for the use of manufacturers except a very restricted amount required by the shoe, textile, furniture, wine, butter and cheese factories, the lumber, flour or sugar mills, or the small foundries. There is so little manufactured in the Republic that, with a very few exceptions, local competition need not be considered. Apart therefore from foreign competition, selling to Ecuador depends not so much on meeting that offered by national production but rather upon Ecuador's capacity to buy, and as shown by her foreign trade figures, the Republic does not intend to buy more than she can sell.

IMPORTS INTO ECUADOR

The following list shows the value of the different classes of merchandise imported during the year 1926 and the first half of 1927:—

	Values in \$1,000	
	1926	First half 1927
Glass		
Textiles, not including silks	2,219	976
Food products	1,545	1,396
Hardware, etc.	1,080	615
Machinery	1,050	646
Minerals and combustibles	588	338
Musical instruments	350	194
Vehicles	342	180
Paper	240	112
Rope, thread	227	115
Perfumes and soap	209	104
Ready-made wearing apparel, not silk	196	70
Crockery and glassware	153	74
Oils	129	80
Boots, etc.	121	94
Beverages	117	60
Silks	102	27
Cement and stone	98	61
Rubber articles	85	39
Paints and varnishes	76	40
Arms and ammunition	69	32
Leather goods	65	11
Wood and wood products	62	77
Hats, caps	61	17
Vegetables	61	23
Naval and mercantile marine stores	35	25
Books, blank and printed	28	16
Jewellery	19	3
Live animals	7	6
Other products	81	67
Total	\$9,415	\$5,498

TEXTILES

A list of textile agents in Ecuador may be obtained by interested Canadian firms on request from the Department of Trade and Commerce, Ottawa.

Textiles head the list of products imported into Ecuador, although the first half of 1927 shows a considerable falling off, allowing food products to come into first place for this period. Textile importers have been having a lean time. The retail business, which is largely in the hands of Syrians, has been and is in a very unsatisfactory condition. Long credits have led to an overstocked market, and added to this fact merchandise could not be sold because of the bad economic conditions generally. The curtailment of foreign orders will undoubtedly share the diminution of imports for the coming year and will help to put the trade on a

sounder footing. The increase in tariffs which went into effect last July is also cutting down imports.

The trade in cottons, which is controlled by Great Britain and the United States, is of a most competitive nature. American manufacturers are said to offer keenest competition in the unbleached and cheaper lines rather than in the better classes of cotton goods.

As more than half of the buying public live at an altitude ranging from 5,000 to 9,000 feet there is a considerable use made of light woollens. The ratio of imports of woollen goods to cotton, however, is only one of woollen to four of cotton. In 1914, 186½ tons of woollen piece-goods valued at \$271,174 and 1,747½ tons of cotton piece-goods valued at \$1,256,156 were imported (average value of Ecuadorian sucre for 1914 taken as 47 cents). During the year 1925, 100¼ tons of woollen piece-goods valued at \$285,048 and 1,964 tons of cotton piece-goods valued at \$2,353,340, were imported (average value of Ecuadorian sucre for 1925 taken as 22 cents). The average yearly tonnage imported during the first four years of this twelve-year period amounted to 166 tons of woollen and 2,846 tons of cotton piece-goods. The average yearly tonnage imported for the last four years of this twelve-year period amounted to 129 tons of woollen and 1,704 tons of cotton piece-goods. The importation of both woollen and cotton piece-goods has decreased during the last twelve years, chiefly because national manufacture has increased much faster than local demand.

Canadian knitted woollen goods in the form of light pull-overs and woollen blankets were seen by the writer in the stores. These articles were well spoken of, especially in so far as quality was concerned. As shown by Canadian statistics, exports have fallen off, but this is accounted for by the poor condition of the market, which should improve in the near future.

Canadian exports to Ecuador of fibres, textiles and textile products are as follows:—

	Years ending March 31,	
	1926	1927
Cotton duck.. . . .	\$4,720	\$ 969
Cotton fabrics.. . . .	—	215
Cotton clothing.. . . .	66	—
Silks and manufactures of.. . . .	24	—
Wool underwear.. . . .	17	—
Wool clothing.. . . .	268	296
	<hr/> \$5,095	<hr/> \$1,480

Exports from the United Kingdom to Ecuador (United Kingdom statistics):

	1922	1924	1926
Cotton piece-goods.. . . .Cwt.	12,592	18,023	11,299
£	258,666	369,255	194,675
Woollen tissues.. . . .Cwt.	799	1,413	857
£	25,096	50,536	25,347

Exports from the United States to Ecuador (United States statistics):

	1914	1924	1925
Cotton cloths.. . . .sq. yards	—	9,045,587	10,799,829
\$	135,397	1,191,239	1,406,908
Cotton, all other mfrs. . . . \$	35,132	37,507	225,993
Rayon manufactures.. . . \$	—	10,748	27,079
Absorbent cotton.. . . .Lbs.	—	18,075	27,695
\$	—	11,860	21,625

In the statistics of exports from which the above details have been extracted many articles do not appear as, the quantity being small, they have been included in exports "to other countries".

As the Ecuadorian market is small, the majority of importers and manufacturers' agents handle a large number of lines which in no way resemble each other. In the main, they are all hunting for anything which will sell. When this phase of the market is understood, there will be no surprise at finding one's correspondent selling anything within the spheres of soft goods, building material, and fire insurance. There are several firms who might be approached by the Canadian manufacturers of textiles or made-up wearing apparel such as knitted goods. Some of these are retail stores, others are merchants buying for their own account such an assortment of goods as hardware, building material, groceries, and soft goods. Then there are manufacturers' agents who sell only on commission.

NEW LATVIAN CUSTOMS TARIFF

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, April 30, 1928.—A new Latvian customs tariff came into force on April 16, 1928. The new tariff is comprised of two schedules of duties or of maximum and minimum duties. The maximum duties are on the average 50 per cent higher than the minimum duties and are intended to apply to products imported from countries which have not concluded trade treaties with Latvia. A Canadian Act has been given third reading in the House of Commons and Senate which provides for accepting the provision of the Anglo-Latvian Trade and Navigation Treaty of June 22, 1923, for exchange of most-favoured-nation treatment in tariff matters. This Act now awaits royal assent and the carrying out of the final formalities for bringing the reciprocal tariff arrangement between Canada and Latvia into effect.

NEW RATES OF DUTY

The items of the new tariff which are of most interest to Canadian trade are Nos. 1 (grain); 3 (flour); 88 (rubber goods); 167 (4) (agricultural machines); and 173 (6 and 7) (automobiles and parts). An official translation of the new Latvian customs tariff is not yet available, but the *Industrie- und Handels-Zeitung* of Berlin has published extracts from the tariff and a translation is given herewith of the items which are of most interest to Canadian trade. It must be understood that the rates of duty are only reproduced for the information of Canadian firms pending the receipt of an official translation of the tariff, and that although every care has been taken no responsibility can be assumed for the correctness of either the translation or the rates of duties.

The rates of duty in the new Latvian customs tariff are mostly given in Lats per kilogram (1 Lat = \$0.1930; 1 kilogram = 2.2046 pounds). Unless otherwise stated, the duties are levied on the net weight, which is determined by a table of tare calculations, but the customs authorities are also entitled to determine the net weight by weighing the goods.

	Maximum Duty Lats.	Minimum Duty Lats.
Item I. Grain, potatoes, beans, peas, lupines, vetches, etc.—		
Sec. 1 Grain not specially mentioned.	0.02	Free
Sec. 2 Wheat	0.11	0.07
Sec. 3 Rye	0.03	Free
Sec. 4 Barley, oats, mixed corn	0.05	0.03
Sec. 5 Peas and beans other than those mentioned in Item 3, sec. 9, and Item 5, sec. 4	0.09	0.06
Sec. 6 Potatoes, lupines, vetches, etc.	0.03	Free
Note 1.—Potatoes may only be imported on the basis of a certificate of the competent authorities which states that the goods are free of disease.		
Note 2.—The Minister of Finance is empowered, upon proposal by the Minister of Agriculture, to free grain for sow- ing, from duty.		
Note 3.—The duties given in this item (1) sec. 4 come into force on August 15, 1928.		

		Maximum Duty Lats.	Minimum Duty Lats.
Item 3.	Flour (other than potato and tapioca flour), malt, grits (excepting ground rice and groats):		
Sec. 1	Bolted wheat flourgross	0.57	0.25
Sec. 2	Unbolted wheat flourgross	0.15	0.10
Sec. 3	Rye and other flour not specially mentioned.		
	(a) coarsely groundgross	0.07	0.05
	(b) semi-bolted and boltedgross	0.18	0.12
Sec. 4	Malt of all kinds also roastedgross	0.35	0.25
Sec. 5	Malt seedsgross	0.03	Free
Sec. 6	Groats (barley groats) and grits not specially mentioned solely manufactured by mechanical process (shelling or splitting)gross	0.25	0.16
Item 88	Rubber and gutta percha products—		
Sec. 1	Soft rubber—		
	(a) in sheets, slabs and solutionsnet	1.09	0.75
	(b) in threadsnet	0.45	0.30
	(c) Articles not particularly specified without addition of spun wares and manufactures of spun ware, all kinds of hygienic articles of soft rubber including all kinds of rubber teats, gloves, finger stalls, drop-counters, syringes and compress bagsnet	1.75	1.25
	(d) Articles of soft rubber other than those particularly specified combined with spun wares and manufactures of spun waresnet	3.00	2.09
	(e) Footwear of soft rubber also in combination with spun wares—		
	(aa) sporting footwearnet	2.25	1.50
	(bb) galoshesnet	3.09	2.00
	(cc) all other kinds, also with trimmingsnet	4.50	3.00
	(f) Textiles coated with rubber for carding bands—		
	(aa) with feltnet	0.09	0.06
	(bb) without feltnet	0.15	0.10
	(g) Carriage, automobile, motorcycle, and cycle tires and inner tubes, also in combination with other materials or metals—		
	(aa) solid for motor trucksnet	1.59	1.00
	(bb) all other kinds, also including inner tubes . . .net	3.09	2.00
Sec. 2	Hardened rubber—		
	(a) Unprepared sheets, slabs, rods, tubes, etc.net	0.75	0.50
	(b) Prepared sheets, slabs, rods, tubes, etc.net	2.25	1.50
	(c) Articles not particularly specified, also in combination with other textiles and metalsnet	3.00	2.00
Remarks.	Elastic textiles, bands, braids and such like containing rubber threads, as well as equally hard non-elastic textiles, i.e., coated or covered with rubber or adhering together excepting those articles specially mentioned in this item (88) are dutiable according to material of the wares.		
	The following are dutiable under sections of item No. 209:		
	Clothes and all kinds of wearing apparel sewn or fastened together with elastic textiles or textiles coated on the one or both sides with rubber, gummed or stuck together with rubber.		
ex Item 167—			
Sec. 4	Machinery for agriculture, cattle breeding, dairy farming, apiculture, garden and other agricultural industry, apparatus and instruments not specially mentioned, as well as component reserve, and changeable parts of same:		
	(a) Wind machines, trieure, ploughs (other than with motor-drive), cultivators of all kinds, harrows, chaffcutters, capstan threshers, potato collectors, all component, reserve and changeable parts for such machines, apparatus and instruments imported together or separated from the last-namednet	0.03	0.02
	(b) Tractors and locomobiles with threshing outfit, milking machines, apparatus and fittings; all other, not specially mentioned agricultural machines; apparatus and instruments whose component reserve and changeable parts are imported either together or separate from the machines, apparatus and instrumentsnet	0.01	Free
ex Item 173—			
Sec. 6	Automobiles as well as chassis and carosseries for motor cars:		
	(a) light passenger cars,		
	(aa) open with soft detachable or non-detachable hood for each effective motor horse-power	75.00	50.00

	Maximum Duty Lats.	Minimum Duty Lats.
(bb) with a fixed closed or half closed also removable hood for each effective motor horse-power	115.00	75.00
(b) Omnibuses—i.e. passenger motor cars with more than eight seats including that of the driver—as well as all kinds of heavy automobiles, also sanitary, sanitation, fire and such like motor cars for each effective motor horse-power	12.00	8.00
(c) Chassis for automobiles—i.e. frames with wheels and motor:		
(aa) stated under sub-sec. A, sec. 6 for each effective horse-power	30.00	20.00
(bb) stated under sec. B for each effective horse-power	7.50	5.00
(d) Carrosserie and hoods for all cars and for all automobiles even if imported separately:		
(aa) in finished conditionnet	4.50	3.00
(bb) in semi-finished condition (skeleton without mountings and coverings)net	1.50	1.00
(e) Trailers for truckseach	90.00	60.00
Note 1.—The motor horse-power for ordinary benzine motors is calculated according to the following formula $N=0.3 \times i \times d^2 \times S$ whereby N represents the effective horse-power, i the number of the cylinder, d the diameter of the cylinder (equal to one another) in centimeters, S the piston hub in meters.		
Note 2.—Together with each automobile, one set of tools may be imported free of duty; also one tired wheel or two will be passed duty free in case the front and back wheels are not the same size; or instead of the one or two tired wheels, the component parts thereof.		
ex Sec. 7—		
(d) Automobile parts not specially mentioned, also not specially mentioned accessoriesnet	1.50	1.00
(e) Automobile wheels without tires attachednet	1.50	1.00
(f) Automobile wheels with tiresnet	2.25	1.50
Note 2.—The following mentioned parts, whether imported as special or reserve parts, are dutiable:		
(a) Rubber tires and tubes not attached to wheels according to the corresponding subsection of Item 88, sec. 1, subsection g.		
(b) Wagon axles (other than those under sec. 7, subsection b). Spring tires, each according to the material of which they are made.		
(c) Motors, their parts and accessories, according to the corresponding points of Item 167 or 169.		

REQUIREMENTS REGARDING CERTIFICATES OF ORIGIN

In order to enjoy the benefits of the minimum duties on importation into Latvia, goods from most-favoured-nation countries must be accompanied by a certificate of origin. The requirements with respect to certificates of origin are set forth in a decree of the Latvian Government, dated April 11, 1928. According to this decree the certificates of origin must be either made out or confirmed by (a) Latvian consular representatives or by (b) chambers of commerce or of industry in the country of origin as well as by other official bodies, organizations and officials, who are thereby empowered through the laws of the country in which the goods originated and who are recognized by the Latvian Minister of Finance. Until further notice, certificates of origin made out or confirmed by a chamber of commerce or other recognized body in the country of origin do not require to be legalized by a Latvian consular representative in that country.

The following details must be given in the certificates of origin:—

- (a) The country in which the goods have been produced (in the case of manufactured goods, at least half the cost of production must have been incurred in the country of origin);
- (b) The place of production;
- (c) The number of pieces stated in numbers and letters;
- (d) Marks and numbers;
- (e) The gross and net weights stated in numbers and letters;
- (f) The usual trade or technical designation of the goods.

In certain cases, such as goods dutiable according to the piece or gross weight, or for goods in a particular form of packing for which a fixed tare calculation has been drawn up by the Latvian authorities, the net weight does not require to be given.

For goods which have passed in transit through a third country, certificates must be produced from the customs or free port authorities of the transit country, and in addition to the details required above these certificates must confirm that the goods in question during the whole period have been in the control of the customs authorities or in the free port and that they have not reached the markets of the transit country.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Irish Free State Tariff Changes

The Irish Free State Budget introduced on April 25 and effective from the next day imposes duty on the chassis of commercial motor vehicles (i.e. trucks, etc.) and on rubber tires for motor vehicles, both of which had formerly been exempt from duty, writes Mr. F. W. Fraser, Canadian Government Trade Commissioner at Dublin. The full rate of duty on "motor cars including motor tractors, motor bicycles, and motor tricycles, and vehicles designed solely or primarily for traction by or attachment to motor cars, motor tractors, motor bicycles, and motor tricycles; accessories and component parts of motor cars, motor bicycles and motor tricycles" is now $33\frac{1}{3}$ per cent ad valorem. Information is not complete as to possible exemptions from duty, but at least agricultural tractors are exempt. The preferential rate of two-thirds of the full rate remains in force as regards passenger automobiles.

Empty glass bottles and jars of less than 5 ounces capacity, which were formerly dutiable at $33\frac{1}{3}$ per cent ad valorem, have been made duty free. The duty of 3 pence per dozen on such bottles and jars, when containing dutiable goods, has also been removed. There is no preference on bottles, which was also the position under the former tariff.

Other duties are increased as follows:—

	Former Tariff (Applicable to all countries)	New Tariff
Sugar exceeding 98 degrees polarization		
... ..per cwt. (112 lbs.)	9s. 4 d.	11s. 8 d.
Sugar 97-98 degrees... ..per cwt.	8s. 7 d.	10s. 8.8d.
Sugar 96-97 degrees... ..per cwt.	8s. 4.3d.	10s. 5.4d.
Sugar 95-96 degrees... ..per cwt.	8s. 1.6d.	10s. 2 d.
Lower degrees at proportionate rates.		
Molasses, 70 p.c. or more sweetening matter		
... ..per cwt.	5s. 11 d.	7s. 5 d.
Molasses 50-70 p.c. ... ..per cwt.	4s. 3 d.	5s. 4 d.
Glucose (solid)... ..per cwt.	5s. 11 d.	7s. 5 d.
Glucose (liquid)... ..per cwt.	4s. 3 d.	
Saccharin... ..per ounce	3s.	3s. 9 d.

The duty on certain articles containing sugar is increased in proportion to the sugar duty.

Motor Vehicles Temporarily in Irish Free State

K. M. DOWLING, OFFICE OF THE TRADE COMMISSIONER

Dublin, April 24, 1928.—A notice issued by the Irish Free State Revenue Commissioners, dated March, 1928, refers to the Motor Cars (Temporary Importation) Regulations, 1926, which provides for the temporary importation

into the Irish Free State, without payment of duty, of motor cars imported by persons having their principal place of residence outside the Irish Free State and intending to make only a temporary stay in that country for purposes unconnected with trade or business.

To obtain the privilege of exemption from duty, a member of an auto club belonging to the International Federation of Recognized Automobile Clubs, or of an association belonging to the International Touring Alliance, should arrange with his club for the issue to him of a pass book or pass sheet, which must be produced to the officer of Customs and Excise at the port of customs on the occasion of the first importation of the vehicle.

A person who cannot avail himself of the aforementioned arrangement may at the time of importation deposit with the officer of Customs and Excise at the port of importation a sum in cash sufficient to cover the customs duty on the car. Normally this amount will be one-third of the value of the vehicle.

The period of the validity of passes for temporary importation with exemption from payment of duty will, in general, be for twelve months, but the commissioners reserve the right to restrict the period, should such restriction be warranted.

Exports and reimports during the period mentioned will be allowed, provided that on each occasion the vehicle with the pass is presented to the officer of Customs and Excise at the port of exit or re-entry and that the officer is satisfied that the conditions under which the pass has been granted have been fulfilled. Failure to comply with these requirements may result in liability to duty.

On final re-exportation, cars must be presented to the officer of Customs and Excise at the port for examination and the relative pass surrendered. The pass book (or pass sheet) may then be discharged, or the necessary steps taken for refund of the deposit.

Restrictions on the Importation of Meat and Meatwares into the Netherlands

TRADE COMMISSIONER J. C. MACGILLIVRAY

Rotterdam, May 1, 1928.—The Netherlands Government Decree issued on June 6, 1922, embodying a number of regulations for the import of meat and the official inspection of same, will come into force on July 1 next.

From that date onward it will be permitted to import meat and meatwares only from those countries where there exists an official inspection service for cattle, meat and meatwares, which in the opinion of the Minister in charge of the enforcement of the Meat Inspection Act, offers sufficient guarantees for public health. This decree does not apply to rendered fats. Even then, special permits from the Minister will be required, which permits may be withdrawn at any time. The import of meat products is not allowed until the Government of the exporting country has brought to the notice of the Dutch Government, both in the language of the country and in Dutch, the regulations obtaining there with respect to the inspection of cattle and meat and the preparation of meat products.

The following goods may be imported: fats; meat in brine; salted and smoked meat; meat products obtained by sterilization of meat in air-tight tins, bottles or other objects, either mixed with other articles of consumption or not, provided the contents, the kind of meat, the name and the address of the manufacturer are clearly mentioned on the tins, bottles or pots; sausage, provided the composition is mentioned on the packing.

With regard to meatwares consisting of or containing pork, the Minister may require that the meat be inspected in the country of export. The meat should then be accompanied by a certificate issued by the Inspector, to the effect that it is free from trichina.

The various regulations quoted above, as well as the further administrative measures contained in the said royal decree, do not apply to meatwares to a maximum of two kilos, and exclusively destined for household use by people living no more than one kilometer within the frontier and who are not employed in the butcher's business, in the preserving or preparation of meat or in the trade in meat or meatwares.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MAY 21

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 21, 1928. Those for the week ending May 14, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending May 14, 1928	Week Ending May 21, 1928
Austria.	Schilling	.1407	\$.1412	\$.1412
Belgium.	Belga	.1390	.1396	.1396
Bulgaria.	Lev	.1930	.0072	.0072
Czecho-Slovakia.	Krone	.....	.0296	.0296
Denmark.	Krone	.2680	.2683	.2683
Finland.	Markka	.0252	.0252	.0252
France.	Franc	.1930	.0393	.0393
Germany.	Reichsmark	.2382	.2392	.2393
Great Britain.	£	4.86 $\frac{3}{4}$	4.8825	4.8868
Greece.	Drachma	.1930	.0131	.0130
Holland.	Florin	.4020	.4036	.4036
Hungary.	Pengo	.1749	.1750	.1750
Italy.	Lira	.0526	.0527	.0527
Jugo-Slavia.	Dinar	.1930	.0176	.0176
Norway.	Krone	.2680	.2679	.2680
Portugal.	Escudo	1.0805	.0435	.0425
Roumania.	Leu	.1930	.0062	.0062
Spain.	Peseta	.1930	.1680	.1678
Sweden.	Krona	.2680	.2683	.2683
Switzerland.	Franc	.1930	.1928	.1927
United States.	\$	1.0000	1.0010	1.0007
Argentine Rep.	Peso (Paper)	.4244	.4280	.4250
Brazil.	Milreis	.5462	.1205	.1205
Chile.	Peso	.1217	.1220	.1220
Colombia.	Peso	.9733	.9780	.9780
Mexico. . . . .	\$	.4985	.4865	.4855
Peru.	Libra	4.8665	3.9800	3.9800
Venezuela.	Bolivar	.1930	.1930	.1928
Uruguay.	Peso	1.0342	1.0300	1.0250
Cuba.	Peso	1.0000	1.0007	1.0009
Batavia, Java.	Guilder	.4020	.4030	.4030
China.	Tael	.....	.6550	.6937
India.	Ruppee	.3650	.3662	.3675
Japan.	Yen	.4985	.4665	.4640
Siam.	Tical	.3709	.4575	.4575
Singapore, Str. Settlements. . . . .	\$	.5678	.5650	.5650
Jamaica.	£	4.86 $\frac{3}{4}$	4.8800	4.8800
Barbados.	\$	} 1.0000	1.01 $\frac{1}{2}$ —1.02 $\frac{1}{4}$	1.01 $\frac{1}{2}$ —1.02 $\frac{1}{2}$
British Guiana.	\$			
Trinidad.	\$			
Other British West Indies.	\$	1.0000	1.01 —1.02 $\frac{1}{4}$	1.01 $\frac{1}{2}$ —1.02 $\frac{1}{2}$
Martinique.	Franc	.1930	.0393 $\frac{1}{2}$	.0393 $\frac{5}{8}$
Guadeloupe.	Franc	.1930	.0393 $\frac{1}{2}$	.0393 $\frac{5}{8}$

UNITED STATES TARIFF RULING ON ASBESTOS SHINGLES

The United States Court of Customs Appeals on April 12, 1928 (T.D. 42732) reversed a decision of the United States Customs Court of May 25, 1927 (T.D. 42204), regarding the interpretation of the term "shingles" in Par. 1660 of the Tariff Act of 1922. Under the first decision shingles were held to include asbestos shingles, making them free of duty the same as wooden shingles. Under the new ruling shingles in the tariff item in question are held to mean shingles of wood. Asbestos shingles entering the United States consequently are ruled dutiable under Par. 1401 as a manufacture, wholly or in chief value of asbestos, the rate of duty being 25 per cent ad valorem. The former ruling was published in the *Commercial Intelligence Journal* No. 1220 of June 18, 1927, page 748.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

405. BUTTER.—A Venezuelan commission agent is anxious to get in touch with exporters of canned and creamery butter.

406. BISCUITS.—A Venezuelan commission agent is anxious to get in touch with Canadian biscuit exporters for the Maracaibo district.

407. CANNED FRUIT AND VEGETABLES; EVAPORATED APPLES; AND CANNED SALMON.—A commission and general merchant in Palestine asks to be placed in touch with the London agents of Canadian firms which regularly carry stocks of canned fruit and vegetables, evaporated apples, and canned salmon.

408. CANNED SALMON.—Agent in Rotterdam desires to act as representative for Canadian salmon packer.

409. CANNED LOBSTER.—A firm in Gothenburg, Sweden, desire to hear from Canadian exporters of canned lobster. Quotations c.i.f. Gothenburg and other Swedish ports.

410. BARLEY.—A firm in Hamburg, Germany, with a branch in Husum, wish to get in touch with a Canadian shipper of barley desirous of shipping direct to the port of Husum, which is conveniently located for Schleswig-Holstein.

411. WHEAT.—A Mannheim firm are desirous of acting as brokers for Canadian exporters of wheat.

Miscellaneous

412. SUSSEX OATS.—A Bristol firm of feed merchants desire quotations c.i.f. and samples of Sussex oats from a Canadian firm.

413. DRIED BREWERS' GRAINS.—A Bristol firm of feed merchants desire c.i.f. quotations on dried brewers' grains.

414. DRIED YEAST.—A Bristol firm of feed merchants desire c.i.f. quotations and samples of pure unextracted dried yeast.

415. LINSEED AND LINSEED CAKES.—A Bristol firm desire quotations c.i.f. of Canadian supplies of linseed and linseed cakes.

416. BISCUIT MEAL.—A Bristol firm of feed merchants desire quotations c.i.f. and samples from a Canadian firm of biscuit meal producers.

417. ALFALFA MEAL.—A Bristol firm of feed merchants desire samples and c.i.f. quotations on Canadian alfalfa meal.

418. HAY; ALFALFA AND ALFALFA MEAL.—A London firm of forage importers and distributors are prepared to consider offers of Canadian baled hay, baled alfalfa, and alfalfa meal.

419. MEAT AND BONE MEALS.—A Bristol firm of feed merchants desire quotations c.i.f. and samples of Canadian meat and bone meal for cattle feed.

420. FISH MEAL.—A Bristol firm of feedstuff importers desire c.i.f. quotations and samples from a Canadian source for fish meal. Oil content should not exceed 3 per cent, colour should be very light and odour negligible.

421. FISH MEAL.—A Bristol firm of feedstuffs importers desire c.i.f. quotations and samples from a Canadian source for fish meal. Oil content should not exceed 3 per cent, colour should be very light and odour negligible.

422. MILL OFFALS.—A Bristol firm desire c.i.f. quotations on mill offals.

423. SHIRTS.—A firm in Belize, British Honduras, wish to secure the agency for a firm exporting men's silk and cotton shirts.

424. EGG CRATES.—Irish Free State importer wishes to get in touch with Canadian manufacturer of shooks for egg crates. Specifications may be obtained from the Department of Trade and Commerce, Ottawa.

425. ROWING EQUIPMENT.—A firm of manufacturers' representatives in New Zealand desire to get in touch with Canadian suppliers of rowing equipment, particularly oars, sculls, and racing boats.

426. PIPELESS FURNACE.—A manufacturers' agent at The Hague would like to hear from manufacturers of pipeless furnaces with a view to ascertaining if it is possible to introduce these into Holland.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To ANTWERP.—Montclair, Canadian Pacific, June 5.

To SOUTHAMPTON.—Empress of France, May 30; Montclair, June 5; Empress of Scotland, June 6; Empress of Australia, June 13; Empress of France, June 20—all Canadian Pacific.

To HAMBURG.—Montroyal, Canadian Pacific, June 23.

From Montreal

To ANTWERP.—Canadian Inventor, June 4; Canadian Explorer, June 14; Canadian Planter, June 23—all Canadian National; Beaverville, June 8; Metagama, June 20; Beaverville, June 22—all Canadian Pacific.

To AVONMOUTH.—Concordia, June 9; Salacia, June 23—both Anchor-Donaldson; Nevisian, June 2; Nessian, June 16—both White Star Line; Bothwell, Canadian Pacific, June 21.

To BELFAST, LONDONDEERY, CORK AND DUBLIN.—Lord Antrim, May 30; Carrigan Head, June 17—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Trapper, June 1; Canadian Hunter, June 15—both Canadian National.

To DUNDEE.—Cairnross, Thomson Line, June 22.

To GLASGOW.—Letitia, June 1; Carmia, June 8; Athenia, June 15; Coracero, June 22—all Anchor-Donaldson; Melita, June 1; Minnedosa, June 14; Bothwell, June 21—all Canadian Pacific.

To HULL.—Rexmore, Furness Line, June 12.

To LIVERPOOL.—Regina, June 2; Laurentic, June 9; Doric, June 16; Calgarie, June 23;—all White Star Line; Melita, June 1; Montclair, June 8; Duchess of Bedford, June 15; Montclare, June 22—all Canadian Pacific; Andania, June 8; Antonia, June 22—both Cunard Line.

To LONDON.—Canadian Inventor, June 4; Canadian Explorer, June 14; Canadian Planter, June 23—all Canadian National; Megantic, May 31; Albertic, June 14—both White Star Line; Beaverville, June 1; Beaverville, June 8; Beaverville, June 15; Beaverville, June 22—all Canadian Pacific; Aurania, June 1; Ascania, June 8; Alania, June 15; Ausonia, June 22—all Cunard Line; Rexmore, Furness Line, June 12.

To MANCHESTER.—Manchester Commerce, May 31; Manchester Citizen, June 7—both Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnvalora, June 1; Cairntorr, June 8; Cairnglen, June 15; Cairnross, June 22—all Thomson Line.

To SOUTHAMPTON.—Megantic, May 31; Albertic, June 14—both White Star Line.

To BORDEAUX AND HAVRE.—Laval County, County Line, June 20.

To BREMEN.—Cairngowan, June 2; Cairndhu, June 16—both Thomson Line; a steamer, North German Lloyd, June 25.

TO COPENHAGEN AND BALTIC PORTS.—Svanhild, June 3; Ivar, June 15—both Scandinavian-American Line.

TO HAMBURG.—Beaverburn, June 1; Beaverbrae, June 15—both Canadian Pacific; Hagen, May 29; Hada County, June 5; Boshum, June 15; Grey County, June 22—all County Line; Cairngowan, June 2; Cairndhu, June 16—both Thomson Line.

TO ITALIAN PORTS.—Vallemore, Lloyd Mediterraneo Italian Service, June 10.

TO NORWEGIAN PORTS.—Topdalsfjord, Norwegian-American Line, June 20.

TO AUSTRALIAN PORTS.—Canadian Cruiser, Canadian National, June 9.

TO NEW ZEALAND PORTS.—Canadian Britisher, Canadian National, June 25; Papanui, New Zealand SS., June 10.

TO SOUTH AND WEST AFRICAN PORTS.—Calumet, Elder Dempster, June 15.

TO SOUTH AMERICAN PORTS.—Tercero, Canadian-South American Line, June 16; Canadian Ranger, Canadian National, June 9.

TO ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Otter, June 7; Canadian Beaver, June 21—both Canadian National.

TO BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Canadian National, June 13.

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Spica, June 1; a steamer, June 16—both Ocean Dominion.

TO ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National, June 11; Rosiland, Canada SS., June 9, June 23.

TO CORNERBROOK.—Nayarit, June 4; New Northland, May 30, June 13—both Clarke SS.

From St. John

TO BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, June 2; Canadian Carrier, June 16—both Canadian National.

From Halifax

TO BOURDEAUX.—Roussillon, June 4; Chicago, June 19—both French Line.

TO LIVERPOOL.—Newfoundland, June 9; Nova Scotia, June 27—both Furness, Withy.

TO ST. JOHN'S, Nfld.—Newfoundland, June 9; Nova Scotia, June 27—both Furness, Withy; Nerissa, May 29, June 12; Silvia, June 5, June 19—both Red Cross.

TO ST. PIERRE-MIQUELON.—Pro Patria, French Mail SS., May 30, June 13.

TO BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, June 1; Canadian Skirmisher, June 15—both Canadian National.

TO SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, May 30; Caledonia, June 13—both Pickford & Black.

From Vancouver

TO YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, June 7; Empress of Asia, June 21—both Canadian Pacific.

TO YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, June 5; Paris Maru, July 23—both Osaka Shosen Kaisha.

TO YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, June 5; Talthybius, June 26—both Blue Funnel.

TO HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, May 30; Aorangi, June 27—both Canadian-Australasian Service.

TO AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Cajoot, American-Australia-Orient Line, June 13.

TO MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Leme, Navigazione Libera Triestina, June 9.

TO HAMBURG, ANTWERP AND BREMEN.—Osiris, June 7; Los Angeles, June 20—both Hamburg-American Line.

TO LIVERPOOL, LONDON AND ROTTERDAM.—Loch Gail, Royal Mail Steam Packet, June 1.

TO LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Grootendyk, Royal Mail Steam Packet, June 3.

TO MANCHESTER.—Pacific Shipper, June 10; Pacific Grove, June 24—both Furness (Pacific) Ltd.

TO BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—A steamer, Westfal-Larsen Line, June 26.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Acting Trade Commissioner, P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancomac.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancomac.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany, Russia; the countries on the eastern shore of the Baltic, Poland and Czecho-Slovakia.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cable Address, Canadian.*

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancomac.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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LISTS OF BRITISH FIRMS IN SOUTH AMERICA

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, who has recently made an extended trip through South American countries in the interests of Canadian trade, has forwarded to the Department of Trade and Commerce, Ottawa, a list of British firms doing business in the following countries: Argentina, Bolivia, Chile, Ecuador, Peru, and Uruguay. In addition, Mr. McColl has forwarded a list of New York agents or buying houses of British firms in South America.

The names of these houses can be furnished to Canadian manufacturers and exporters on application to the Department of Trade and Commerce, Ottawa (quoting file No. 12762).

TRADE COMMISSIONERS TO TOUR CANADA

Mr. Jean J. Guay, Canadian Trade Commissioner in Belgium, sailed for Canada on June 1, and Mr. Harry A. Scott, Canadian Trade Commissioner in Liverpool, whose territory covers the North of England, Lincolnshire, North Midlands, and North Wales, on May 25. The object of their visit is to tour the Dominion in the interests of Canadian trade with their respective territories.

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

FRUIT TRADE COMMISSIONER TO VISIT CANADA

Mr. J. Forsyth Smith, Canadian Fruit Trade Commissioner in Liverpool, sailed on June 1 for Canada with the object of making a tour of the Dominion in the interests of fruit growers and exporters. He will remain in Canada until the end of September.

MR. CORMACK TO VISIT PORTO RICO AND SANTO DOMINGO

Mr. James Cormack, Canadian Trade Commissioner in Cuba, will pay a business visit to Porto Rico and Santo Domingo towards the end of June. Canadian firms who are interested in these markets and who desire any investigations to be made by Mr. Cormack on their behalf should communicate with him at his address in Cuba, Apartado 1945, Havana, at an early date.

“TRADING WITH COLOMBIA AND VENEZUELA”: NEW PUBLICATION

The series of reports on Colombia and Venezuela which has recently appeared in the *Commercial Intelligence Journal*, by Mr. James Cormack, Canadian Trade Commissioner in Cuba, is being printed as a pamphlet. This pamphlet will be sent free to subscribers to the *Commercial Intelligence Journal*, but only on special application being made to the Department of Trade and Commerce, Ottawa. The price to other than subscribers to the *Commercial Intelligence Journal* is 25 cents. The pamphlet extends to 44 pages and is indexed.

UNITED KINGDOM TRADE CONDITIONS

TRADE COMMISSIONER HARRISON WATSON

London, May 18, 1928.—April witnessed practically no alteration in the trend of affairs, any improvement which might otherwise have been visible being offset by the temporary disruption which is invariably associated with the Easter holidays.

Coal remains the most unfavourable feature in the situation, and despite strenuous efforts made to capture foreign markets, exports of coal for the first four months of the year exhibited a falling-off of nearly 2,000,000 tons, equivalent to over £4,000,000, or about 25 per cent, in comparison with a year ago.

The iron and steel and shipping industries, while still exhibiting fair activity, report a paucity of future orders.

As regards the month of April itself, official figures of imports show a reduction of £14,000,000 from March, and practically the same figure as April a year ago. British exports declined by as much as £9,500,000 in contrast with March, the position, however, being directly affected by the lesser number of working days; because in comparison with April, 1927, there was an increase of £3,000,000.

Practically the only feature of interest in the published April trade statistics is the details of trade with other countries for the first quarter of 1928.

From an Imperial point of view, it is satisfactory to find that, whereas the imports of the United Kingdom from foreign countries declined from £226,264,508 to £210,672,637 in the first three months of the present year, receipts from Empire countries increased from £94,711,993 to £99,075,328.

In the case of British exports, those to foreign countries advanced from £91,419,013 to £100,093,508, while the despatch of British goods to Empire countries only increased from £79,054,381 to £81,843,496.

The same position is reflected in the re-export of foreign products, in so far that while shipments to foreign countries expanded by £2,000,000, those to British possessions remained practically stationary.

WEST OF ENGLAND CONDITIONS GOVERNING THE SALE OF GROUND WOOD AND SULPHITE PULP

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, May 15, 1928.—Canada for many years has shipped considerable quantities of sulphite and even ground wood pulp at intervals to the West of England and South Wales markets. Canadian offers to Bristol mills have been made through London as recently as four weeks ago.

To understand the present situation and conditions governing trade possibilities, it is necessary to examine carefully the Scandinavian pulp situation.

PRICE SITUATION

Not more than twelve months ago ground and wood pulp was selling at 75s. (\$18.25) and even 80s. (\$19.46) per moist English ton c.i.f. English port. Towards the end of 1927 prices dropped very heavily. With restricted output in Scandinavian countries prices have advanced and the market quotations at time of writing are from 60s. (\$14.60) to 62s. 6d. (\$15.20) c.i.f. Avonmouth or Cardiff (50 per cent moisture).

SCANDINAVIAN SITUATION GOVERNS PRICES

The explanation governing the fluctuation in prices during the past year is as follows:—

In Norway and Sweden there was a serious strike in the timber industry late in 1927. This extended to the wood pulp mills two months later, and on March 15, 1928, the paper mill owners declared a lock-out. It is understood that the mill owners were only too glad to avail themselves of this opportunity owing to the operation of the Australian treaty under which Canada was extended the preference given to English mills. The actual working of the Australian treaty had the effect of eliminating many of the English producers from the Australian market, particularly the less efficient mills. The result was an accumulation of newsprint in the United Kingdom and a subsequent backing up of pulp supplies on the Scandinavian owners, which finally reached such a point that over-production was inevitable.

Yet another factor enters into the situation: a well-known Scandinavian with excellent Canadian and United States experience in the manufacture of pulp and paper erected a large mill in the south of Norway which was handling a minimum of 200 tons of ground wood per day and with an ultimate capacity of 500 tons. (Pocket grinders are still in use in a number of Norwegian mills and pulp from the time of cutting has to be handled by men and hauled by horses to and from many of the more remote mills.) Operation of the new large Norwegian mill with its magazine grinders (which reduced costs by four-fifths) brought production costs down to about 40 Norwegian kroner per ton as compared with a price in the vicinity of 45 to 48 kroner in the older mills. If the present exchange is figured at 18.1 kroner to the pound sterling or value in Canadian currency of about 26½ cents, an indication is given of the present level of production costs in that country.

COMBINE PRICE AGREEMENT

A further action in so far as the English market was concerned was a combination of the Norwegian and Swedish combines, who reached a fairly firm price agreement. On the other hand, Finnish supplies, which on the whole are in every way of equal quality, are coming on to the English market at 2s. 6d. (60 cents) per ton under the combine price. The history of prices during the past

year has been given above and at present Swedish pulp is being offered by the combine at 55s. (\$13.38) f.o.b. with about 10s. (\$2.43) freight to Avonmouth or Bristol. It is understood, however, that this combine price is not steadily adhered to: contracts have been made at 62s. (\$15.08) c.i.f. Bristol Channel port. Finnish contracts have also been entered into at 60s. (\$14.60) per ton (2,240 pounds), and at about this figure the independent Scandinavian source is also understood to be quoting. This is for a pulp of 50 per cent moisture.

ADVANTAGES SCANDINAVIA ENJOYS

The Scandinavian producers have the great advantage of being able to ship small cargoes and to make shipment at frequent intervals, thus giving the English mills a fresh ground pulp in monthly deliveries. On the other hand, for Canadian supplies it is necessary for a steamer carrying, say, from 5,000 to 6,000 tons to be chartered, and in so far as this area is concerned it is necessary as a rule to divide this cargo between two companies. London is the big market for ground wood: the biggest mills are all situated on the Thames. Nevertheless, the provincial situation should not be neglected by Canadian mills whenever this market is being considered.

SPECIFICATION

In addition to newsprint mills, there are board mills in this area which demand a very high quality of ground wood. At the present time there is one mill consuming in the vicinity of 30,000 tons of ground wood per annum which is always open to consider quotations. Specification would be for a hot ground clean wood pulp free from shives, bast, and foreign matter. Aspen "reds" and jack pine are not desired. The pulp must be free and long-fibred. The special test that a good ground wood pulp should pass is that after distintegration in the beater the pulp should give a Schopper Reigler freeness figure of 48 to 50 degrees and after having been through the beater to give a figure of 55 to 58 degrees.

The following is not a specification, but a ground wood pulp wanted for a good-quality board of .104 thickness should be capable of a 70-pound Mullen test in a mix consisting of 33 $\frac{1}{3}$ strong sulphite.

CANADIAN OFFERS

Offers of Canadian ground wood in this market have been in the vicinity of 55s. 6d. (\$13.50) per ton c.i.f. Avonmouth, payment three-months' bill. English mills, quite aside from desiring a second source in so far as supplies are concerned, consider that wood pulp from up-to-date Canadian mills would be better standardized than that from the small Scandinavian mills where in some instances primitive methods are still in use.

MARKET DIFFICULTIES FOR CANADIAN PULP

The relative scarcity of Canadian offerings and the high freight rates for ground wood from Canada, in addition to the enormous domestic demand, have always in the past made import prices practically prohibitive. Nevertheless, Canadian offers will always receive strong support in the market, partly on the ground that these are from an Empire source of supply.

SULPHITE

Newsprint sulphite need not be of quite so high a quality as that necessary for a good pulp board. At date of writing quotations are £11 10s. (\$55.96) to £11 15s. (\$57.18) per ton (2,240 pounds) c.i.f. Bristol for a first-quality strong pulp. Ordinary sulphite quite suitable for newsprint is offered at about 15s. (\$3.65) per ton less. These prices are approximately 20s. (\$4.86) to 22s. 6d. (\$5.46) per ton higher than twelve months ago. Canadian mills interested in the English market will receive every possible support from the Bristol office.

The fact that it is only at infrequent intervals that ground wood can be offered on this market with any advantage to the Canadian producers is fully appreciated; nevertheless such occasions do arise, and this office will gladly communicate directly with the mills in this area on behalf of Canadian interests.

WEST OF ENGLAND MARKET FOR GALVANIZED NAILS

ASSISTANT TRADE COMMISSIONER LESTER S. GLASS

Bristol, May 9, 1928.—Galvanized nails are used in this territory for a number of purposes, and particularly where there is exposure to the action of moisture such as in the case of roofing and slating; ordinary cut nails rust and corrode very quickly. Properly speaking, there are three types used which are classified by their method of manufacture. Sherardized nails, which are treated with hot spelter and then rotated in large heated drums, represent the first type. By this process it is claimed that an amalgam of the zinc is formed. The second covers those nails which are treated by means of electrolysis whereby a coating of zinc is deposited on the metal by the action of an electric current. It has been stated, however, that this coating peels off when the nails are put to actual use. The products of these two processes are not used to any great extent on this market, as it is affirmed that they do not give the same satisfaction as those produced by the third process, that of immersing the nails in pure molten spelter.

At one time both the United States and Canada shipped fair quantities to this market, but of late years Continental supplies have superseded them until at present there is practically nothing moving from North America. However, the recent success of a Canadian firm in disposing of a few tons of galvanized slating nails, at competitive prices, which were satisfactory to the buyers, has again opened up the possibilities of shipping Canadian nails to this market.

Possibly the most important uses to which these nails are put are for slating, asbestos and felt roofing, each of which employs a distinct type of nail.

For slating, the sizes (length and gauge) in demand are $1\frac{1}{2}$ inch by 10, $1\frac{3}{4}$ inch by 9 and 2 inches by 9. Continental supplies are priced at around about 19s. (\$4.62) per cwt (112 pounds). Asbestos roofing requires nails slightly shorter and of lighter gauge— $1\frac{1}{4}$ inch by 13 and $1\frac{1}{4}$ inch by 11. Prices of these are slightly lower than the larger slating nails. Besides the ordinary nails for felt—size $\frac{3}{4}$ inch by 12 and 1 inch by 12—there are considerable quantities of specially made nails with a particularly large head, the idea originally coming from the United States, and supplies of which came from Canada in fair amounts up until a few years ago. The present price paid for these nails of Continental source stands at about 21s. (\$5.10) per cwt.

British nails enjoy of course a natural preference in this market, but their cost has been so extremely high and their production so limited that competition from this source is but small. Competition with Canadian manufacturers will come almost entirely from the Continent, especially from Germany. Nails of Belgian manufacture may be good—there are some which are considered superior even to those of British manufacture; but these are few. The producers in that country are united under a selling combine through which all orders are placed; thus it is difficult for the consumer to be certain of the origin of the nails which he purchases. In his order he may stipulate for nails manufactured by a certain firm, but there is nothing to guarantee that these are the nails which he secures. It may be easily understood therefore that there is a certain hesitancy in buying Belgian nails where constant quality is not assured.

Germany produces nails of a high quality at a low cost; the only ground of criticism in some quarters is that too great a percentage of lead is used with the zinc.

The wastage in Canadian nails is said to be very much lower than in the case of those of German or Belgian manufacture. In the case of the latter the

waste often runs as high as 10 to 15 per cent, owing to the fact that some of the nails adhere in bunches and many of the remainder are unuseable through poor heads, badly formed points, and beads of spelter causing an uneven surface.

Tiling is one of the other uses for galvanized nails. The size employed is $1\frac{1}{2}$ by 12 inches; a very light nail to allow it to pass through the small holes which many of the manufacturers are content to punch in the tiles.

Canadian manufacturers will no doubt realize that in certain patterns of nails it is quite impossible for them to compete under any circumstances. For instance, galvanized finishing nails are shipped to this market at around 12s. (\$2.92) per cwt., but in the case of nails for special uses, such as have been set out above, it would in all probability be quite possible to find at least a few which would command a sale in this territory. Several firms in this area are desirous of securing samples and quotations from Canadian sources. Any Canadian firm in a position to export galvanized nails should get in touch with this office, forwarding prices and samples, upon receipt of which they will be brought to the attention of interested firms. It might be well to bring again to the attention of exporters that all freight rates on goods shipped from Canada are made by the shipping companies in Canada: it is impossible to secure the rates on this side. English firms will always give preference to the firms quoting c.i.f. rates rather than f.o.b. C.i.f. quotations are particularly necessary when dealing in goods on which the price margin is so narrow.

There are on file at Ottawa a number of samples of types of nails employed on this market. These may be obtained on application to the Department of Trade and Commerce, Ottawa.

MARKET FOR SKATES IN NORTH OF ENGLAND

ASSISTANT TRADE COMMISSIONER JAMES A. STRONG

Liverpool, May 14, 1928.—As a result of recent investigations made by this office on behalf of Canadian firms, it has been found that there is a small demand in this area for skates, although sales of certain types vary greatly from year to year, depending on weather conditions.

Due to the absence of zero weather, except for brief periods usually once or twice during a winter, the facilities afforded for outdoor skating are necessarily limited, but during these brief periods there is a big turnover and dealers experience difficulty in securing adequate supplies. As retail shops are unwilling to assume the risk of carrying large stocks, it is essential that they be in a position to obtain quick deliveries and consequently favour dealing with Sheffield manufacturers. A cheap skate, particularly of the spring type to fasten on ordinary shoes, retailing from 4s. upwards, is in popular demand for this class of trade; but Canadian firms desirous of securing a share of the business would have to maintain adequate stocks in this country. Hockey is not indulged in to any appreciable extent, and the Canadian type of hockey skate or tube skate is rarely used.

The class of trade, however, which should be of most interest to Canadian firms is in the figure type of skates for English tourists going to Switzerland and other Continental winter resorts. A high-quality skate is required for this trade, the "Stille"—a Swedish skate retailing at 63s. per pair—being the most in demand. Further, it is this type that is largely used by patrons of the artificial ice rink in Manchester. This rink, the only one in the North of England of importance, is open for six months in the year—from October to April—and the attendance is reported to be large throughout the season.

As regards representation, the method usually adopted is to give a dealer in sporting goods a sole agency as buyers either for a certain area or for the whole of the United Kingdom. Canadian firms interested are invited to forward catalogues and c.i.f. prices to this office.

REVIEW OF AUSTRALIAN TRADE, 1926-27

TRADE COMMISSIONER D. H. ROSS

II

Trade of Canada and Australia Compared

A comparison of the overseas trade of the Commonwealth with that of the Dominion in each case for the year ended June 30, 1927, is submitted in the subjoined schedule:—

To June 30, 1927	Imports	Exports	Total Trade
Canada..	\$1,055,254,279	\$1,291,080,959	\$2,346,335,238
Australia	801,620,757	705,156,557	1,506,773,315
(Australian figures converted at \$4.86 $\frac{2}{3}$ to the £.)			

CANADIAN TRADE WITH AUSTRALIA

The value of goods—the produce or manufacture of Canada—imported into Australia during the fiscal year of 1926-27 is given at £4,324,421 or \$21,044,849, showing an increase in comparison with the previous year of £569,996 or \$2,773,890. Australian exports to Canada in 1926-27 were valued at £1,171,687 or \$5,702,210, indicating an increase of £312,753 or \$1,552,065 in comparison with the previous fiscal year.

The figures in relation to Australian imports of goods of Canadian origin and the Australian exports to Canada in the last two fiscal years are shown thus:—

Australian Trade	Imports from Canada	Exports to Canada	Total Trade
1925-26..	£3,754,425	£ 858,934	£4,613,359
1926-27..	4,324,421	1,171,687	5,496,108

AUSTRALIAN IMPORTS FROM CANADA, 1925-26 AND 1926-27

The appended comparative statement of Australian imports from Canada during the fiscal years under review is submitted for the information of Canadian manufacturers and exporters:—

Article	1925-26	1926-27
Fish—		
Frozen and smoked	£ 3,421	£ 1,655
Preserved in tins	407,488	489,717
Other	2,549	799
Other animal foodstuffs	26	52
Foodstuffs of vegetable origin	5,922	7,983
Oats	28,241	9,305
Spirituous, etc., liquors	1,514	820
Fibres	2,311	9,482
Wood pulp	4,858	5,855
Other vegetable substances	5,304	1,683
Boots and shoes, rubber, etc.	46,312	75,052
Corsets	14,525	12,868
Gloves	25,878	49,217
Socks and stockings	2,556	1,175
Other apparel and attire	11,593	6,675
Piece goods	16,318	13,408
Sewing silks, etc.	563	98
Other textiles	13,012	12,315
Yarns and manufactured fibres	46	1,045
Oils, fats and waxes	182	820
Paints and varnishes	7,875	18,964
Machinery—		
Electrical	42,815	58,606
Agricultural	376,502	361,591
Motive-power	69,350	88,423
Other	31,566	20,937
Iron and steel bars, etc.	1,741	1,012

AUSTRALIAN IMPORTS FROM CANADA—*Concluded*

Article	1925-26	1926-27
Pipes and tubes	£ 59,006	£ 48,539
Wire	35,912	23,559
Lamps and lampware	18,445	25,699
Motor car bodies	10,356	8,263
Chassis and chassis parts	923,632	1,083,529
Other vehicles and parts	120,620	134,258
Other metal manufactures	187,873	221,101
Rubber, and manufactures of	504,841	354,568
Leather, and manufactures of	5,073	3,575
Furniture	909	919
Timber—		
Dressed	76,428	81,192
Undressed	174,283	144,052
Wood and wicker manufactures	7,384	5,895
Earthenware, china, glass, etc.	2,259	3,833
Paper—		
Printing	248,336	683,944
Wrapping	68,687	47,453
Writing and typewriting	21,129	28,185
Other	12,450	7,603
Wallpapers, etc.	16,683	17,033
Stationery and paper manufactures	10,119	6,648
Jewellery and fancy goods	5,690	6,962
Scientific, etc., instruments	14,398	13,139
Calcium carbide	7,858	5,896
Cyanides of potassium and sodium	5,285	7,628
Medicines, proprietary	355	425
Other chemicals	10,113	16,347
Arms and explosives	21	8
Musical instruments	37,211	48,716
All other articles	46,601	45,895
Total imports produce or manufacture of Canada	£3,754,425	£4,324,421

AUSTRALIAN EXPORTS TO CANADA, 1925-26 AND 1926-27

The accompanying schedule outlines that the principal items in Australian exports to Canada are composed of primary products. Substantial increases in exports of raisins and currants are attributable to the Canadian preference on these dried fruits. The figures submitted explain themselves and call for no special comment.

Exports to Canada

	1925-26	1926-27
Mutton and lamb	£ 15,210	£ 30,034
Sausage casings	58,169	8,485
Meats, other	4,892	4,171
Butter	171,844	2,336
Other foodstuffs, animal origin	22	2
Fruits—		
Dried	13,635	76,436
Fresh	2,263	2,417
Sugar	384,306	869,717
Other foodstuffs, vegetable origin	7,069	14,040
Spirituous, etc., liquors	37	2,339
Gelatine and glue	10,785	14,256
Hides and skins—		
Cattle	7,519	39,393
Opossum	5,685	8,661
Rabbit and hare	2,801	9,211
Sheepskins	4,951	.....
Other	4,256	.....
Wool—		
Greasy	37,404	23,434
Scoured and washed	30,861	20,842
Tops	53,094	25,419
Apparel, textiles, etc.	671	496
Timber, undressed	6,537	4,147
Tallow, unrefined	24,954	83
All other articles	11,969	15,768
Total exports to Canada	£858,934	£1,171,687

COMPARATIVE FIGURES, CANADIAN-AUSTRALIAN TRADE AGREEMENT

Some adverse criticism upon the Canadian-Australian Agreement, which came into operation on October 1, 1925, has suggested the compilation of the appended comparative return. The figures given are, obviously, only upon the agreement items affected for the fiscal year of 1924-25 (before the agreement) and for 1926-27 (during which the agreement was operative):—

Exports from Canada to Australia

	1924-25		1926-27	
Fish—				
In tins	7,819,609 lbs.	£ 306,339	10,388,722 lbs.	£ 489,717
Fresh	68,044 lbs.	2,319	51,465 lbs.	1,655
N.e.i.	80,528 lbs.	2,646	27,216 lbs.	799
Gloves (textile)		39,983		48,764
Typewriters				695
Newsprint paper	504 tons	11,003	40,030 tons	649,914
Printing paper, n.e.i.	210 tons	8,949	1,564 tons	33,987
Printing and typepaper		13,194		28,185
Corsets		20,445		12,868
Iron and steel tubes		33,856		39,704
Rubber footwear		33,034		62,625
Motor car chassis and parts	15,735 chassis	1,268,039	16,557 chassis	1,083,829
Vehicle parts		93,424		105,445
	£1,833,231		£2,558,187	

Exports from Australia to Canada

	1924-25		1926-27	
Meats, fresh—				
Mutton	181,011 lbs.	£ 5,027	298,462 lbs.	£ 5,057
Lamb	35,105 lbs.	1,476	931,474 lbs.	24,977
Rabbits		1,636	11,475 lbs.	185
Meats, canned	42,660 lbs.	1,362	101,030 lbs.	3,979
Butter			33,830 lbs.	2,336
Onions	3,488 cwt.	1,594	15,477 cwt.	6,135
Pears, apricots, etc.	24,000 lbs.	461	112,600 lbs.	2,417
Raisins	27,440 lbs.	637	1,640,800 lbs.	35,881
Currants	389,400 lbs.	10,260	2,157,120 lbs.	40,552
Canned fruits	38,660 lbs.	763	321,090 lbs.	6,453
Sugar	246,400 cwt.	319,820	669,020 cwt.	869,717
Glue, gelatine		7,793		659
Fruit pulp	21,623 lbs.	466	28,000 lbs.	402
Eucalyptus oil	1,116 gals.	982	1,373 gals.	1,047
Wines	342 gals.	399	5,548 gals.	2,231
	£352,676		£1,002,028	

BENEFITS UNDER CANADIAN-AUSTRALIAN TRADE AGREEMENT

From the Australian trade returns the appended figures have been computed to indicate the benefits derived by Canada and Australia in the first clear year (1926-27) in which the trade agreement between the Dominion and the Commonwealth was in operation.

Canadian Exports to Australia, 1926-27

Items	Quantities or Values	Preferential Rate	Total Preference	
Fish—				
In tins	10,388,722 lbs.	1½d.	£ 64,930	= \$ 315,993
Fresh	51,465 lbs.	½d.	107	= 521
N.e.i.	243 cwt.	1s.	12	= 58
Gloves (textile)	£ 48,764	@ 15 p.c.	7,315	= 35,600
Typewriters	695	@ 10 p.c.	69	= 336
Newsprint paper	41,594 tons	@ £3	124,782	= 607,272
Printing paper	£ 28,185	@ 10 p.c.	2,818	= 13,714
Corsets	12,868	@ 5 p.c.	644	= 3,134
Iron and steel tubes	39,704	@ 5 p.c.	1,985	= 9,660
Rubber footwear	62,625	@ 5 p.c.	3,131	= 15,237
Motor car chassis	1,083,829	@ 2½ p.c.	27,096	= 131,867
Vehicle parts, n.e.i.	105,445	@ 5 p.c.	5,272	= 25,657

Australian concessions to Canada £238,161 = \$1,159,040

Australian Exports to Canada, 1926-27

Items	Quantities or Values	Preferential Rate	Total Preference	
Meats—				
Fresh	1,229,936 lbs.	@ 1½d.	£ 6,406	= \$ 31,176
Rabbits, fresh	11,475 lbs.	@ 1½d.	60	= 292
Canned	£ 3,979	@ 12½ p.c.	497	= 2,419
Butter	33,880 lbs.	@ 1½d.	212	= 1,032
Onions	£ 6,135	@ 30 p.c.	1,841	= 8,959
Pears, apricots, etc.	1,126 ctls.	@ 1s. ½d.	59	= 287
Raisins	1,640,800 lbs.	@ 1½d.	10,255	= 49,907
Currants	2,157,120 lbs.	@ 1½d.	13,482	= 65,612
Canned fruits	321,090 lbs.	@ 1d.	1,338	= 6,511
Sugar	33,451 tons	@ £5 12s.	187,325	= 911,648
Glue and gelatine	659	@ 15 p.c.	99	= 482
Fruit pulp	28,000 lbs.	@ 1½d.	219	= 1,066
Eucalyptus oil	£ 1,047	@ 7½ p.c.	78	= 380
Wines	2,231	@ 30 p.c.	669	= 3,256
Canadian concessions to Australia			£222,540	= \$1,083,027

Australian Trade with the United States

Australian importations of manufactured goods and products from the United States are, to a great extent, analogous to importations into Australia from Canada, though some commodities which figure largely in United States exports have not yet entered into a considerable export trade from the Dominion. Prominent items in Australian importations from the United States (against which there is little or no Canadian competition) are lubricating and petroleum oils (£5,886,698); tobacco (£2,076,109); tractors (£1,002,967); scientific, surgical, and optical goods (£794,205); cotton and linen piece goods (£689,990); cotton (£277,646); arms and ammunition (£233,178); and telephones and switchboards (£145,925).

Much of the trade is secured by branch offices and sample rooms maintained—under expert management—by leading New York commission houses in the principal Australian importing centres. In addition to these facilities, quite a number of manufacturers' agents in Australia hold important agencies for manufacturers in the United States (though this also applies to representation of some Canadian manufacturers). Through these media comprehensive sample collections are displayed and thousands of catalogues and price lists, embracing almost every class of manufactures, are readily accessible for reference. Further, important United States factories have their own travelling representatives calling upon importers at regular intervals. The effect of these activities, over a long period of years, is that the United States supplies 25 per cent of the total importations into Australia.

The appended schedule gives a summary of the values of the imports and exports, and the total trade during the last two fiscal years:—

	1925-26	1926-27	Increase
Australian imports from United States	£37,234,257	£41,394,277	£4,160,020
Australian exports to United States	12,953,877†	18,579,094‡	5,625,217
Total trade	£50,188,134	£59,973,371	£9,785,237

† Includes £3,000,000 gold specie. ‡ Includes £10,000,590 gold specie.

Decrease of imports from United States, 1925-26 from 1924-25	£1,494,557
Increase of imports from United States, 1926-27 over 1925-26	4,160,020

IMPORTS FROM THE UNITED STATES INTO AUSTRALIA

The following table gives the general classification and value of merchandise of United States origin, showing increases and decreases, imported into the Commonwealth in 1925-26 and 1926-27:—

	1925-26	1926-27	+Increase —Decrease
Foodstuffs of animal origin. . . .	£ 564,388	£ 653,399	+£ 89,011
Foodstuffs of vegetable origin . . .	275,653	339,672	+ 64,019
Spirits and alcoholic liquors . . .	66	3	— 63
Tobacco and preparations thereof. .	2,260,024	2,076,109	— 183,915
Live animals	3,579	319	— 3,260
Animal substances, not foodstuffs. .	57,504	55,958	— 1,546
Vegetable substances and fibres . .	181,595	164,137	— 17,458
Apparel, textiles, footwear, etc. . .	2,135,120	2,507,897	+ 372,777
Oils, fats and waxes	5,859,263	6,049,485	+ 190,222
Paints and varnishes	202,361	202,881	+ 520
Stones and minerals, ores, etc. . .	163,071	198,903	+ 35,832
Metal manufactures and machinery .	16,675,170	20,171,028*	+ 3,495,858
Rubber and leather and mfrs. . . .	1,782,214	1,383,284	— 398,930
Wood, raw and manufactures	3,048,811	2,856,932	— 191,879
Earthenware, china, glass, etc. . .	210,396	221,180	+ 10,784
Paper and stationery	680,315	714,200	+ 33,885
Jewellery and fancy goods	248,173	309,317	+ 61,144
Scientific, etc., instruments	709,979	794,205	+ 84,226
Drugs, chemicals fertilizers, etc. . .	778,239	1,000,132	+ 221,893
Miscellaneous	1,397,564	1,694,974	+ 297,410
Gold and silver specie	772	262	— 510
Imports of United States origin	£37,234,257	£41,394,277	+ £4,160,020

* Including motor car bodies and chassis, £9,158,676.

EXPORTS FROM AUSTRALIA TO THE UNITED STATES

Particulars of Australian exports to the United States in 1926-27, compared with 1925-26, are shown in the appended table:—

	1925-26	1926-27	+Increase —Decrease
Foodstuffs of animal origin.	£ 459,858	£ 450,255	— 9,603
Foodstuffs of vegetable origin . . .	5,909	6,877	+ 968
Animal substances—hides, wool, pearlshell, etc.	8,894,485	7,586,611	— 1,307,874
Vegetable substances and fibres . .	43,785	14,360	— 29,425
Apparel, textiles, etc.	18,517	12,855	— 5,662
Oils, fats and waxes	56,088	35	— 56,053
Stones, minerals, ores, etc.	18,932	9,517	— 9,415
Metal manufactures and machinery .	328,665	350,423	+ 21,758
Rubber and leather and mfrs. . . .	11,035	37,821	+ 26,786
Wood, raw and manufactures	20,537	18,850	— 1,687
Paper and stationery	18,350	21,107	+ 2,757
Jewellery and fancy goods	3,045	4,546	+ 1,501
Surgical, etc., instruments	15,018	15,788	+ 770
Drugs, chemicals, fertilizers, etc. . .	22,746	19,926	— 2,820
Miscellaneous	36,907	29,533	— 7,374
Gold specie	3,000,000	10,000,590	+ 7,000,590
Total exports Australian origin	£12,748,141	£18,423,339	+ £5,675,198
Total exports of other produce	205,736	155,755	— 49,981
Grand total	£12,953,877	£18,579,094	+ £5,625,217

AVIATION DEVELOPMENTS IN NEW ZEALAND

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, April 21, 1928.—The New Zealand Government has recently adopted a policy designed to encourage the development of aviation in the Dominion. The Minister of Defence, in a public statement made a few days ago, announced the intention of the Government to purchase eight light aeroplanes, four of which are to be issued on loan to aero clubs. These planes will

form the nucleus of a fleet of aircraft engaged in civil flying operations, while the remainder will be added to the fleet of military planes already maintained by the Defence Department.

On account of its isolated geographical position, New Zealand has to date been little concerned with aeroplanes as a means of national defence, although the Government has maintained a small air force and a central aerodrome and depot for military purposes. An important result of this situation has been a comparative lack of attention to the possibilities of commercial aviation, fostered, no doubt, by the short average distances over which passengers, mails, and freight must be carried and the reasonably satisfactory systems of transportation afforded by the railways and motor services. Recent progress in aeroplane development in other countries, however, and definite indications of public approval of the movement have culminated in definite plans for the organization of aero clubs and the promise of Government assistance.

Conditions under which the Defence Department is prepared to assist aero clubs provide in the first place that any such organization have a roll of at least thirty members who are prepared to qualify as pilots, while the club must also have provision for the repair and maintenance of all aircraft and equipment and secure as well the services of a competent instructor and a licensed ground engineer. An original loan of two D.D. 60 (Moth) aeroplanes by the Department may be supplemented within five years of the date of the original issue should these be found insufficient to meet the demand for instruction equipment. Any such additional issue, however, is to be conditional on the purchase by the club itself of aircraft or equipment of a value equal to that which it has requested the Department to provide, the type of equipment issuable and to be provided by the club to be specified by the Defence Department.

Financial assistance to aero clubs is to be given by way of grants in respect of members qualifying for private pilots' certificates. For each qualifying pilot a club is to be entitled to receive £25 from the Defence Department, under the provision that in any one financial year no club is to receive on this account over £500. The use of aircraft loaned to aero clubs for any flights for hire or reward is prohibited, while a further regulation limits the operation of all aircraft loaned by the Department or secured with its assistance, as well as the passengers carried in them, to members of the association itself. The provisions of the "Aviation Regulations, 1921," governing the operating of aircraft in the Dominion, are applicable to all aero clubs and their individual members and contravention of them may lead not only to the withdrawal of loaned equipment but also to the suspension of all flying operations.

Further conditions include provision for periodical inspection of all equipment by inspectors of the Defence Department (this is to be with cost to any club), the exemption of the Government from responsibility for accidents or damage caused by operations of any club, the provision of security that any club will make good all damage to aircraft or equipment issued to it, and stipulate also that agreements with clubs shall terminate on March 31, 1933, or on the failure before that time of any club to carry out its obligations to the satisfaction of the Department. The Defence Department's aerodromes and hangar accommodation at Auckland and Christchurch will be available free of charge to approved clubs or associations.

Preliminary steps towards the formation of aero clubs are already under way in both Auckland and Christchurch, the only two cities in which the Government has landing fields or facilities for the repair of aircraft available or in course of preparations. Several other municipalities have recently undertaken the construction of landing fields for the use of aeroplanes engaged in commercial flying, and it seems probable that further important developments in air transportation as a commercial enterprise may shortly be anticipated.

BANKING SITUATION IN NEW ZEALAND

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, April 17, 1928.—New Zealand's banking system is very similar to that in operation in Canada. Six banks of issue are in operation; their branches are located in various parts of the country as well as in the more important population centres of the south Pacific Islands. Incorporation may be effected by Royal Charter or by an Act of the General Assembly of New Zealand, while the Banking Act, 1908, prescribes certain regulations governing the organization and operation of banking institutions and provides for their furnishing quarterly returns to the Government. The power of issuing notes, subject to any provisions or restrictions in the letters patent under which a bank has been established, may be granted by the Governor General. Legislation conferring this privilege on the two banks which have been incorporated in New Zealand provides that the total amount of notes in circulation shall neither exceed the amount of coin, bullion, and public securities held within New Zealand or within the United Kingdom, nor three times the amount of coin held within the Dominion alone.

NUMBER OF BANKS, BRANCHES, AND CAPITALIZATION

Of the six banks of issue now carrying on business, two have been incorporated in New Zealand, while the remaining four are Australian companies operating under the New Zealand law. Altogether the number of branch banks is over 500 (the number in December, 1926, was 504), of which about two-thirds are maintained by the two local institutions.

The total of paid-up capital of all banks at the end of the year 1926 amounted to £24,772,284, while at the same time reserved profits totalled £20,000,461, each figure having almost doubled during the preceding ten years. The paid-up capital of the two New Zealand banks alone, in December, 1926, amounted to £8,154,988 and their reserved profits to £5,733,422.

RETURNS OF RECENT OPERATIONS

The quarterly returns made in September and December, 1927, revealed considerable improvements in the banking situation and led at that time to optimistic views regarding the future. That these have been to a large extent realized is illustrated by statistics relating to the first three months of the present year, which show notable advances over the position existing a year ago.

Deposits.—Total bank deposits (exclusive of savings banks) on March 31, 1927, amounted to £48,624,883. This figure had increased in March, 1928, to £52,336,872, despite a decrease in Government deposits of over £700,000, the large net increase having resulted principally from a growth in fixed deposits of £4,388,110. Free deposits, the remaining group, showed a minor increase of £41,373 over the previous year's figures. The large increase in fixed deposits appears to have resulted from the high rate of interest offered by the banks expressly with the object of securing this result, but has at the same time followed the increase in general prosperity and the re-establishment of a favourable trade balance. The consolidation of the present position is shown by following table illustrating the fluctuations in the volume of free and fixed deposits during the last five years. The decline of the former class and a marked increase in the latter appear to indicate healthy development, and it is noteworthy that the amount of fixed deposits now stands at a record figure and constitutes over 50 per cent of the total of all deposits held by the banks.

New Zealand Bank Deposits (excluding Government deposits) for the Quarters ended March 1924-28

	Free Deposits	Fixed Deposits	Total
1924	£28,436,163	£18,597,130	£47,033,293
1925	29,765,517	20,131,711	49,897,228
1926	26,865,851	20,436,629	47,302,480
1927	24,440,778	21,088,034	45,528,812
1928	24,482,151	25,476,144	49,958,295

Advances.—Advances to customers during the first quarter of the years 1927 and 1928 amounted respectively to £48,989,189 and £44,565,475, the 1928 total showing a decrease of £4,373,714 from that of the previous corresponding period. This has followed from distinct decreases in purchases from overseas countries and the slackening in domestic trade which still characterizes New Zealand economic conditions. Bank discounts at the same time showed a decrease from 1927 figures of £356,724, the total for the quarter recently ended standing at £1,504,895.

During the last five years the total of free and fixed deposits has exceeded that of advances in three cases. The excess in 1924 and 1925 amounted in each year to slightly over £1,000,000, but gave way in 1926 and 1927 to excess of advances over deposits amounting to over £3,400,000 in each instance. The return during the present year to a position where deposits are in excess of advances by well over £5,000,000 is taken as signifying definitely a return to normal banking conditions and a period of conservative reconstruction.

Note Circulation.—Notes in circulation during the first quarter of 1928 averaged £6,376,668, a slight decline in volume being apparent from a comparison with the corresponding figure for 1927. This total is also considerably below the average of every year since 1918, and reflects the lack of normal activity in ordinary business within the country. The combined total of notes in circulation and free bank deposits furnishes an approximate figure of the purchasing power available at any time and for the period under review stood at £30,858,819, slightly less than the same amount for the previous year. The reduction appears to be a direct result of the increase in fixed deposits, but indicates a basic reason for only gradual increases in the volume of current business transactions.

SAVINGS BANKS IN NEW ZEALAND

The Post Office savings bank provides the principal institution of this type available to the New Zealand public, since the commercial banks have not as yet adopted the practice of attracting interesting-bearing deposits of small amounts and at the same time offering the privilege of withdrawing without notice. There are, however, five savings banks now in operation apart from that conducted by the Post Office, but these are of minor importance, their combined total of deposits amounting to only one-seventh of those held by the Government Bank.

The Post Office savings bank has been in operation since 1867 and now provides restricted banking facilities to almost every community throughout the country. On March 31, 1927, 875 offices were in operation, the number of accounts at that time being 783,827 and the amount standing to the credit of depositors £48,985,502. During the year then terminated 97,713 new accounts had been opened and 72,041 accounts closed; deposits received had totalled £29,456,383, withdrawals £30,149,629, and interest payments £1,767,426.

It is pointed out in official returns of the operations of the Post Office savings bank that the number of accounts is unusually large and, in comparison with the total population, there is one savings account for every 1.82 persons resident in the Dominion. This latter figure would be still further decreased by the inclusion in the total number of accounts of those in savings banks

under private management. The size of these accounts also merits mention. Whereas the average amount of each account in all savings banks amounted on March 31, 1927, to no less than £59 16s. 5d., a still higher figure, £62 9s. 11d., is shown as the average for accounts maintained in the Post Office savings bank. The average deposit in all savings banks per head of total population is also an unusually large figure, £38 18s. 9d.—almost twenty times the same amount shown for the Canadian population—but this, of course, is a result of the variation in the practices of the commercial banks.

SIGNIFICANCE OF BANKING STATISTICS

Bank finances are counted among the more important data on which explanations of economic occurrences and predictions of future trends may be based. The depression through which New Zealand affairs have passed has been clearly evidenced by bank returns of the past two years. It is now apparent that the necessity of drawing on resources outside the Dominion is past and that all requirements for funds can for some time be met from present holdings. The results of a season of high agricultural production which is now closing will only be measured by returns of the present and succeeding quarters when further improvements will undoubtedly be apparent.

ECONOMIC CONDITIONS IN THE MIDDLE EAST

TRADE COMMISSIONER R. S. O'MEARA

Batavia, April 16, 1928.—The outstanding feature of the economic situation during the last month has, of course, been the announcement that British restriction on rubber will be removed as from November 1. While some announcement was expected, the seeming finality of the decision has had a startling effect both here and in Singapore, with a sensational drop in prices quoted locally, in London, and in New York. In Singapore the price is reported to have dropped 14 cents (Straits) overnight, and before any trading actually took place on the day of the announcement. British and Dutch interests will now compete on an equal basis, and there is much local discussion as to the possibility or even probability of a mutual understanding between them to control the marketing of the commodity.

What the ultimate or even immediate result of all this will be it is difficult to say; press and other opinion is very much divided. All agree that a period of low prices is inevitable, and in some quarters there is prophecy of a further crash when the actual time comes for lifting restriction, after the seven months which must intervene with production and stock release under existing regulations.

General business conditions in Java cannot be considered favourable. Import business in Soerabaya is particularly dull, and in most lines dealers report heavy stocks which are moving very slowly. With the conclusion of the stock-taking period earlier in the year, normal buying was resumed, but over the native and Easter holiday season there has been a distinct dropping off in interest. Piece goods representatives on conclusion of their usual "winter" canvass report conditions improved over those of last year, but emphasize renewed and increasing Japanese competition.

Sugar transactions indicate an active but uninteresting market situation. In view of the small carry-over expected for the 1927 crop, demand for ready sugar is good, but there is uneasiness in regard to the European market for futures on the new crop.

SUMMARY OF THE TRADE OF CANADA: MONTH OF APRIL AND TWELVE MONTHS ENDING APRIL, 1928

(Compiled by *External Trade Branch, Dominion Bureau of Statistics*)

Main Groups	Month of April, 1928				Twelve Months ending April, 1928			
	Total Imports	From United Kingdom		From United States	Total Exports	To United Kingdom		To United States
	\$	\$	\$			\$	\$	\$
<i>Imports for Consumption</i>								
Agricultural and Vegetable Products.....	14,778,353	3,643,591	7,051,446	240,375,047	537,985,575	290,552,391	55,316,117	103,091,537
Animals and Animal Products.....	4,550,164	336,203	2,601,958	66,422,852	164,637,140	48,392,121	91,428,460	41,004,162
Fibres, Textiles and Textile Products.....	12,408,119	4,712,826	4,999,444	186,294,898	10,516,503	1,873,268	4,851,398	69,440,490
Wood, Wood Products and Paper.....	3,745,627	291,914	3,329,276	52,084,655	285,281,090	17,556,829	3,387,479	44,367,244
Iron and its Products.....	24,823,414	842,214	23,572,445	261,749,518	61,519,657	8,012,104	8,618,081	236,781,915
Non-Ferrous Metals and their Products.....	4,382,237	394,299	3,646,315	60,525,261	92,048,400	15,891,269	44,971,972	48,680,384
Non-Metallic Minerals and their Products.....	7,173,549	426,642	6,299,918	151,778,798	25,772,961	1,898,694	16,008,013	116,691,873
Chemicals and Allied Products.....	2,552,554	241,621	3,921,704	33,921,704	17,361,557	4,353,176	8,125,622	22,599,612
Miscellaneous Commodities.....	4,076,463	722,436	2,961,217	59,996,575	14,719,074	2,493,313	8,572,449	41,541,648
Total Imports, 1928.....	78,490,470	11,581,746	56,391,095	1,113,149,308	1,037,388,880	164,564,367	692,893,593	724,198,865
Total Imports, 1927.....	74,297,628	11,487,394	51,635,743	1,037,388,880	936,025,334	164,055,141	614,593,256	692,893,593
Total Imports, 1926.....	67,801,253	10,862,092	45,764,671	936,025,334				
<i>Exports (Canadian Produce)</i>								
Agricultural and Vegetable Products.....	21,192,718	8,877,883	2,444,994	537,985,575	290,552,391	55,316,117	103,091,537	41,004,162
Animals and Animal Products.....	6,613,621	1,491,853	4,266,240	164,637,140	48,392,121	91,428,460	41,004,162	69,440,490
Fibres, Textiles and Textile Products.....	298,392	19,150	124,682	10,516,503	1,873,268	4,851,398	236,781,915	48,680,384
Wood, Wood Products and Paper.....	17,548,966	772,182	15,268,127	285,281,090	17,556,829	3,387,479	44,367,244	236,781,915
Iron and its Products.....	4,211,196	617,574	808,513	61,519,657	8,012,104	8,618,081	236,781,915	48,680,384
Non-Ferrous Metals and their Products.....	5,887,629	814,176	3,257,325	92,048,400	15,891,269	44,971,972	48,680,384	116,691,873
Non-Metallic Minerals and their Products.....	1,258,965	40,289	931,524	25,772,961	1,898,694	16,008,013	22,599,612	41,541,648
Chemicals and Allied Products.....	1,049,352	282,874	574,026	17,361,557	4,353,176	8,125,622	22,599,612	41,541,648
Miscellaneous Commodities.....	914,476	244,784	445,203	14,719,074	2,493,313	8,572,449	41,541,648	724,198,865
Totals, 1928.....	58,975,315	13,160,765	28,120,634	1,209,844,957	1,269,328,602	465,703,803	467,593,256	475,705,018
Totals, 1927.....	77,337,964	32,832,753	29,168,611	1,315,613,282	504,927,487			
Totals, 1926.....	60,166,868	14,001,801	27,998,145					
<i>Exports (Foreign Produce)</i>								
Totals, 1928.....	1,480,108	39,108	1,380,336	22,662,356	2,034,825	19,105,497	13,159,572	10,909,633
Totals, 1927.....	1,066,443	76,244	915,712	15,733,870	1,200,790	1,200,790	1,200,790	1,200,790
Totals, 1926.....	748,209	21,687	688,581	13,293,382	1,023,341	1,023,341	1,023,341	1,023,341
<i>Excess of Imports (i) or All Exports (e)</i>								
1928.....	(i) 18,035,047	(e) 1,618,127	(i) 26,890,125	(e) 119,358,005	(e) 207,084,057	(i) 228,135,231	(i) 228,135,231	(i) 228,135,231
1927.....	(e) 4,106,779	(e) 21,421,603	(i) 21,551,420	(e) 247,073,592	(e) 302,340,226	(i) 212,140,766	(i) 212,140,766	(i) 212,140,766
1926.....	(i) 6,886,176	(e) 3,161,396	(i) 17,097,945	(e) 392,881,330	(e) 341,896,087	(i) 127,978,605	(i) 127,978,605	(i) 127,978,605

ROAD-BUILDING PROGRAM IN CUBA

TRADE COMMISSIONER JAMES CORMACK

Havana, May 13, 1928.—At the present time there is an exceptionally intensive program of road building being carried out in Cuba. It may be divided into two parts: first, the improvement of the main highways and the new Malacon in Havana; and second, the important new central highway running through the six provinces of Cuba and terminating at its second city, Santiago de Cuba, on the southeast coast. Its length is to be roughly 700 miles and the estimated cost about \$76,000,000. The contract has been awarded to Messrs. Warren Brothers, of Boston, Mass., to the extent of \$54,000,000, and a local company, La Compañía Cubana Contratista, Havana, to the extent of \$22,000,000. The concrete work has been sublet to the Kaiser Pavement Company, Camaguey, Cuba. Construction is being executed with all the latest equipment, and is under the direction of Sr. M. A. Corvallis, chief engineer of the Department of Public Works, Bureau of Roads, Havana. Much of the machinery is already on the ground. Construction, however, is to be spread over a period of ten years.

THE ROADS OF CUBA

It is estimated that Cuba has nearly 2,000 miles of macadamized highways, but, for the most part, they are in such bad condition as to limit their use by modern vehicles. There are no dirt or gravel roads worth mentioning; practically all roads in the provinces are metalled.

In the cities most of the streets are paved; some with concrete, but most with asphalt. The central highway will have a 6-inch concrete base with 2-inch Warrenite surfacing. Five hundred miles of it will be new road, and 200 miles old road paved and repaired. The maximum grade will be 5 per cent and the width 20 feet. All curves will be banked on the outsides, and the majority of the bridges will be of concrete and steel. A statement appeared in the local press yesterday that the Public Works Department has used 420,000 barrels of cement, valued at \$10,260,000, since November 10, 1927.

APPROPRIATION FOR ROAD CONSTRUCTION

Practically all the important and new road developments in Cuba are undertaken by the federal authorities, although a few secondary roads are constructed provincially; practically none municipally. No definite amount of money has been appropriated, but a special public works tax on imports has been imposed which is estimated to bring in a revenue of 17 to 20 million dollars annually, and the largest proportion will be devoted to roads during the next ten years. A large program of lateral highways in all provinces connecting the central highway with the more important seaports is planned. Most of these laterals will be constructed of bituminous macadam.

METHOD OF PERFORMING WORK

The Government authorities usually carry through very little of the work unless what is urgently required or relatively simple. Most of it is performed by contractors who compete through public tender. The method of purchasing equipment is similar. The Government, however, imports quite a lot of equipment for use by the Public Works Department in its maintenance work. The machinery and tools in large use are rollers, trucks, asphalt distributors and mixers, shovels, harrows, and the like.

TYPES OF EQUIPMENT

For construction, the beforementioned types are all in use, and in addition, tractors and graders, and all road-making material of the latest types. Local labour is cheap and good. Labourers employed on the roads are paid \$1.75 per day. Certain types of road work therefore, such as short-cut and fill, can be done more economically by subletting the work, on piece to mule wagoners, than by using machinery.

METHODS OF PURCHASING EQUIPMENT

Practically no sales are made to jobbers. Purchases are made either direct from the manufacturer, through local import houses, or from local agents working on commission. This last method is by far the most extensively used. The commission given varies with the sales method. In the case of a big item like (say) Holt tractors, agents are paid 20 per cent commission because the machinery is financed by the importer. Where the agent does not do the financing in any way, and the account is carried by the exporter, the commission is considerably less, usually about 5 to 10 per cent.

METHOD OF INTRODUCTION

It is necessary, in order to participate in the larger orders, that a good local agent be appointed. Selection is a matter for the personal visit of an executive officer of the manufacturing concern, with full powers of negotiation. (This office has on file a list of the more suitable local representatives who might be approached.) During the summer season hotel prices return to normal, and costs for visitors are on a par with Canadian prices.

TARIFF DUTIES

All imports of road machinery, even for use of Government departments, are dutiable. The duties are, however, relatively low. The following are some of the more important import duties on road-making machinery:—

- Item 227-D—Tractors and their parts and accessories not specifically listed, ad valorem: Canada, 10 per cent; United States, 8 per cent.
Unit plus 3 per cent tax for public works.
- Item 217-A—Motors of all kinds, stationary or otherwise, which are not specifically listed, ad valorem: Canada, 10 per cent; United States, 8 per cent.
Unit plus 3 per cent tax for public works.
(When copper or its alloys do not predominate as components of greater value.)
- Item 217-B—When copper or its alloys predominate as components of greater value, ad valorem: Canada, 12 per cent; United States, 9 per cent.
Unit plus 3 per cent tax for public works.
- Item 225-A—Concrete mixers: Canada, 20 per cent; United States, 16 per cent.
Unit plus 3 per cent tax for public works.
(When copper or its alloys do not predominate as components of greater value.)
- Item 225-B—When copper or its alloys predominate as components of greater value, ad valorem. Canada, 25 per cent; United States, 18½ per cent.
Unit plus 3 per cent tax for public works.

The trade is a new one, and there are no statistics of imports available.

CZECHOSLOVAK PLANS TO MANUFACTURE TIRES

The large increase in the demand for rubber tires in Czechoslovakia has induced a group of industrialists and banks in Prague to start the manufacture of all kinds of tires locally, writes a Prague correspondent of the *London Times Trade Supplement*. Last year imports of tires showed an increase of 100 per cent on 1926, and the demand is constantly growing. The group is contemplating an arrangement to manufacture under licence from a foreign firm, with whose process experiments are now being made locally. As the customs duty on rubber in Czechoslovakia is lower than in any of the Succession States, it is believed that, in addition to local sales, a good market for cheap tires could be found in southwestern Europe.

ECUADOR AS A MARKET*

TRADE COMMISSIONER E. L. MCCOLL

[NOTE.—Where tons are mentioned in this report they refer to the metric ton of 1,000 kilograms, equivalent to 2,204.621 pounds avoirdupois. Values are expressed in Canadian dollars.]

IV**GUAYAQUIL NATIONAL SAMPLE FAIR**

Since the writer visited Ecuador, it has been announced that there will be a sample fair held at Guayaquil from October 6 to 15 next. Canadian firms interested should endeavour to appoint a Guayaquil agent or importer as representative in order that samples sent would receive proper attention. (A list of suitable agents is on file at the Department of Trade and Commerce, Ottawa.)

FOOD PRODUCTS IMPORTED

Food products imported during the first half of 1927 were equal in value to 90 per cent of those imported during the whole of 1926, so that while the total amount is comparatively small, the trade is on a sound basis and is growing. For the three years 1924, 1925, and 1926 the average yearly tonnage of food products imported amounted to 16,496 compared with 11,540 as the yearly average for the previous three years. The values for 1926 and for the first half of 1927 were \$1,545,000 and \$1,396,000 respectively.

Flour.—The most important food product brought into Ecuador is flour. During 1912, 7,264 tons were imported. With the outbreak of the Great War imports declined until in 1918 they had fallen to 2,859 tons. From 1918 imports of flour have gradually increased until in 1925 (the latest statistics on individual commodities published) they have amounted to 10,975 tons. Wheat is grown and milled in the mountains, the total production being estimated at about 10,000 tons annually. This national production, however, does not offer serious competition with the imported article for several reasons, one of which is that national production takes place principally in the mountains and, railway transport to the coast being by one line only, distribution is expensive if not impossible. The imported flour therefore is used on the coast, and as it is of better quality than the national product, it enjoys a considerable demand in Quito and other centres in the mountains. Practically no wheat is imported and there are no important mills on the coast.

Statistics show the following imports from the United States:—

	1914	1924	1925	1926	1927
Barrels	72,600	86,500	122,859	90,808	127,411
Value	\$304,551	\$531,206	\$937,794	\$655,468	\$849,427

The writer saw five well-known American brands on the Guayaquil market being offered by different agents. This flour comes principally through New Orleans and Pacific Coast ports. Some buyers require the flour to be put up in 22-pound bags; others ask for 98-pound bags. The custom of the market requires the bags of flour to be covered for protection by a second-hand grain bag. C.i.f. quotations for one of the most popular brands were \$3.90 per sack of 87 pounds net.

An investigation of this market and an attempt by Canadian millers to gain a share of it is amply warranted. Consumption is growing, and this should be an inducement to Canadian millers to attempt to obtain a foothold. The duty on flour is approximately \$1.40 per 100 pounds, and owing to the public feeling against increasing the cost of food products, it is not likely, in order to protect any projected coast industry, to be raised, at any rate for some time to come. Established trade marks and trade connections from North America are

* Former reports in this series have been published as under: "The Republic and Its Resources" (No. 1254); "Foreign Trade" (No. 1255); and "Import Trade—Textiles" (No. 1269).

two factors which unquestionably should be recognized. Canadian millers lack these two advantages at the beginning, but difficulties of this nature are not insurmountable. There are several firms in Guayaquil, any one of whom would make a good agent for the distribution of flour.

Lard.—The importation of lard, nearly all of which comes from the United States, while considerable is not increasing. In 1911, 2,276 tons were imported and during 1925, 19,058 tons. Shipments from the United States have been as follows:—

	1914	1924	1925	1926	1927
Pounds	4,411,019	4,066,237	3,670,102	2,627,438	4,327,026
\$	540,773	524,000	669,454	412,962	599,780

Importers were paying in December last \$15.90 to \$16, including consular fees, c.i.f. Guayaquil for best-quality pork lard per 100 pounds net.

Butter.—There are no imports of butter into Ecuador.

Chocolate.—While Ecuador's chief product is the cocoa bean, nevertheless there is a small but growing importation of chocolate. Imports have risen gradually from 4 tons in 1911 to 15 tons in 1925.

Malt and Hops.—Owing to local manufacture, the importation of beer has practically disappeared. Its manufacture is largely in the hands of one company, "Cia. Nacional de Cerveza, Guayaquil". This enterprise, together with the street railway of Quito and the Quito Electric Light and Power Company, is controlled by one holding company, the "Ecuadorian Corporation of London". The malt used by the Cia. Nacional de Cerveza is for a beer of light Pilsener type. It is brought principally from Czechoslovakia; a small quantity is imported from the United States. The management express a desire to hear from Canadian exporters on both malt and hops. Exports of barley malt from the United States during 1924 and 1925 have been as follows:—

	1924	1925
Bushels	53,577	49,343
\$	49,439	50,830

Tinned Food Products.—Preserved fruits, vegetables, bottled pickles, tomato and other sauces are on the shelves of all groceries and are in considerable demand by foreigners and by the wealthy class. There is a good trade in tinned fish, including salmon and sardines in tomato sauce and in olive oil. There is a considerable consumption of codfish, some boneless, nearly all of which comes from Norway. As there are no large wholesale grocers who specialize as such, foreign exporters who are searching for a Guayaquil representative are confined to general importers or to manufacturers' agents.

IRON AND STEEL PRODUCTS

Manufactured and unmanufactured iron and steel products imported during 1926 were valued at \$1,080,000. For the first half of 1927 the value was \$615,000.

Steel Plates.—Owing to a small amount of river boat construction, including steel tugs, ferries, scows, launches, and ship repairs, a quantity of steel plate is imported up to 1½ inches, but mostly of ½-inch and ¾-inch thickness. Shipments come principally from Antwerp; c.i.f. Guayaquil quotations are around £9 10s. per 105 kilos net.

Stoves.—A very limited number of wood-burning stoves are imported, principally for the use of foreigners. Almost all of them are brought from Great Britain. A few, of sheet iron construction, come from Germany, but owing to the extreme humidity of the climate and the resulting oxidation they are short-lived. This merchandise suffers greatly from faulty packing except when imported from Great Britain. Duties are a third of a cent and 8 cents per gross kilo, according to classification. Generally speaking, there is no baking in the home; home-made cakes are unknown. All cooked food is boiled, fried, or roasted in fireplaces.

Marine Motors.—There is a demand for high-class marine motors for light freight river craft. At present German motors predominate, selling c.i.f. Guayaquil at from \$10 to \$15 per horse-power. The products of the interior are brought to Guayaquil principally by river and not by rail, as there is very little railway mileage in the country. Diesel oil engines of 12, 18, 25 horse-power are in demand.

Safes.—Safes are principally of British and United States origin. There are probably not more than half-a-dozen bank vaults in the country. The most popular size is around 5 feet by 3 feet by 2½ feet. They are used only for fire protection, burglary being almost unknown.

Saws.—For lumber mills the disc saw predominates, although the band type used in gang saws is also employed. All kinds of carpenters' saws, mostly of American origin, are to be found in all hardware stores. Saw-mill work is insignificant as, apart from the better sections of Guayaquil, Quito, and a few other cities, there is not a great deal of sawn timber used. Even for use in constructing the best buildings in Guayaquil, timbers are trimmed by axe. The lower middle classes live in houses constructed of split bamboo, while the Indians occupy largely adobe huts.

Shovels.—Spades and shovels of every variety are to be found in all the hardware stores. United States makes are being offered at from \$3.80 to \$4 per dozen f.o.b. factory; another quotation was \$233 for fifty dozen c.i.f. Guayaquil.

Mosquito Netting.—Large quantities of mosquito netting are used in Guayaquil. This material comes principally from France at approximately two-thirds of the American prices. Quotations given include French, 17 cents per square metre for No. 26 gauge wire, 18 mesh, or roughly \$1.55 per 100 square feet. The American quotation for similar material was \$2.70 per 100 square feet. Chicken netting comes principally from England.

Barbed Wire.—Barbed wire is imported in considerable quantity, but firms interviewed stated that there was no money to be made from it by the importer, as it was a commodity which was being sold continually at cost or below cost by firms which require cash. This practice caused many consumers and retail distributors to refrain from buying until sacrifice sales took place.

Lists of Ecuadorian firms, which are on file at the Department of Trade and Commerce, Ottawa, have been prepared under commodity headings. Speaking generally, these headings must be considered only as indications rather than to be adhered to too rigidly. The following example, while it did not occur in Guayaquil, will illustrate the wide field covered by dealers in many South American centres. The writer had occasion frequently to pass by the shop of a musical instrument dealer, where he saw displayed in the window a well-known make of gramophone. One morning he was surprised to find that the window held an office steel filing system. A skilled and enterprising American salesman had taken a liking to the advertising value of the location, and had persuaded the specialist in musical instruments that he would meet with additional success if he included this new much-wanted product in his business and replaced for a time his musical instruments with the office files as his window display. This travelling representative of the manufacturer went outside of stationery and office equipment firms into an entirely new field. He had undoubtedly found that the principal office supply houses already handled competitive lines. The commodity lists above mentioned, therefore, may be found to contain names of agents and importers who neither handle the article mentioned nor are at present thinking of doing so. Any one of them, however, in the opinion of the writer might make a good representative. It only remains for the manufacturer to persuade the dealer that he will increase his profits by carrying the Canadian product.

ITALIAN INDUSTRIAL ACTIVITIES IN 1927

ASSISTANT TRADE COMMISSIONER HENRY TURCOT

Milan, May 5, 1928.—The marked depression in Italian industrial activities in 1926 was accentuated in 1927, with some indication of recovery towards the end of the year. This depression originated from diverse factors such as the reaction from the boom period of 1924 and 1925; less favourable conditions for the principal commodities of Italian export on the international market; and the burden placed upon the country in view of the monetary revaluation. With the legal stabilization of the lira, however, every danger of perturbation due to fluctuations of exchange is eliminated.

The salient feature of the year was the effort put forward to readjust the various economic factors to the new conditions created by the revaluation and subsequent stabilization of the lira. The increase in the value of the lira was, however, followed slowly and somewhat laggardly by the lowering of the costs of production. The consequence was that such costs, although diminishing in terms of paper, were maintained at a higher level than those registered by foreign competitors, thus rendering it particularly difficult for Italian industry to maintain its position on the international market, and even at home. To aggravate the situation, there occurred a diminution in internal consumption. The gradual lowering of prices caused a lessening of purchases, in the anticipation that prices would touch still lower levels. Besides, the agricultural crisis with which the nation was confronted reduced the buying conditions of a considerable part of the population. The difficulties encountered have caused the manufacturers to look more closely into the elements of cost, and to improve wherever possible their systems of production. The tendency in Italy, as in all industrial countries, is towards consolidation: the replacing of small concerns by powerful centralized companies equipped for large-scale production.

In 1927, as compared with 1926, there was an important contraction in the returns of the mining industry, which suffered from a smaller demand in the related trades. The general depression in the mechanical and building trades had also its reflection in the metallurgical industries. During the first part of the year conditions compared favourably with those prevailing in the course of the corresponding period in 1926, but after July production was somewhat curtailed. In the cast-iron trade conditions were so good during the first months of 1927 that output was greater than in the corresponding months in the preceding year, while the second half of the year witnessed a gradual and steady decline. The steel industry was similarly affected. The automobile industry, on the other hand, maintained the excellent position which it had made for itself in foreign markets, exports being almost equal to those of the previous year. There was a considerably lessened activity in the building trades.

In the textile industries returns on the whole were lower. While last year's yield of cocoons—50,000 metric tons—was the highest ever reaped, at the same time lower prices obtained on silk coming from the Orient, and competition from artificial silk itself, have rendered the situation difficult in the silk fabric and thread industries. The woollen industry registered a reduction of approximately 50 per cent in its output as compared with 1926, and the conditions in the cotton industry were seriously adverse. On the other hand, in the large artificial silk industry, which in less than ten years has reached a commanding position, conditions were excellent. The increasing use of artificial silk thread in many fabrics, and the favour with which artificial silk fabrics themselves are received by the public, have created a heavy demand and manufacturers were busy. No precise data are as yet available with respect to the quantity of artificial silk fabrics and thread produced in 1927, but it may safely be advanced that the output was considerably greater than that of 1926.

The electrical is one of the few Italian industries which did not feel the effects of the general depression. The alimentary, chemicals, and hat manufacturing industries, among others, had a lean year.

THE SOYA BEAN: ITS TREATMENT AND USES

T. A. SEE, OFFICE OF THE TRADE COMMISSIONER

Shanghai, April 30, 1928.—Soya beans are among the most widely distributed agricultural products in the world. They are being utilized in Indo-China, India, the Malay States, and South Sea Islands, in Australia, Egypt, Italy, France, Germany, Austria, England, Argentine, the United States, the U.S.S.R., and in Canada, everywhere where the climate is warm enough to allow them to ripen.

From ancient times soya beans have been cultivated in China. They are first mentioned in an old Chinese pharmacopœia, a book written, according to tradition, by the Emperor Shennung in 2838 B.C.

China yields more than one-half of the total world's export surplus of soya beans; and over 80 per cent of Chinese exports of beans come from Manchuria. Beans and the products manufactured from them form the connecting link between the local farmer and the world market.

CONSTITUENTS AND METHODS OF EXPRESSION

Soya beans contain from 14 to 19 per cent of oil; the average may be taken as 17 per cent. By the Chinese native process of pressing, with wedges or hand-operated metal screws, the yield is only 10 per cent. A better result—11 to 12 per cent—is obtained only through most up-to-date presses. The balance of the oil remaining unused in the bean-cakes represents not only a loss to the manufacturer, but also lowers the value of the bean-cakes, inasmuch as the presence of oil affects their value as fertilizers. For this reason, it is apparent that a mill having the latest equipment has great advantages over others. But the advantages are to a certain extent offset by the higher cost of production. This includes in part the cost of cloth, in which the bean mass is wrapped for pressing instead of in grass. The cloth wears out more rapidly, as higher pressure is developed in the presses. The preparation of the beans for pressing is also more complicated, because the presses do not receive beans which have only been crushed, as in Chinese mills, but beans which have been ground into flour and cleaned of dust and spoiled beans. For this reason, the resulting bean-cakes are very clean in contrast to the round product of the Chinese mills. They have the shape of a thin elongated slab and weigh 15.3 pounds each. Owing to their cleanliness and absence of moisture, they stand distant transportation and pass through the tropics without becoming damaged.

On the other hand, the bean-cake produced by the ordinary mills is circular in shape, and obviously contains foreign matter. The standard weight of this bean cake is 70 pounds each.

The oil produced by mills with the latest equipment is also cleaner. The oil is first left to settle, later filtered, and finally pumped into iron tanks for storage. Bean oil is a semi-dry oil, which separates chemically and produces free fatty acids when in contact with air, moisture, or light. The oil will then have a rancid taste and unpleasant odour. The quality of oil can be told by its colour. Refined oil is almost colourless. Unrefined oil of good quality has a yellowish tinge, while oils of lower grades are recognized by a dark reddish-brown tone. The standard requirements of the European markets, which specify not only the acid contents but also the colour, are not yet properly observed by the domestic oil industry. Yet the necessity of improving the manufacture in this respect is quite evident. It is particularly important that filtration of oil be introduced, inasmuch as filtered oil, in distinction from the unfiltered product, is considerably more resistant to different influences. On the Harbin market, only the oil produced by the Anglo-Chinese Company is filtered, the

product of the other mills being merely settled. With regard to the quality of oil and bean-cakes, the products of Harbin and Dairen show no difference. The only exception is the product of a special plant in Dairen, which was originally organized with funds of the South Manchurian Railway Company and later turned over to a private concern. This plant produces oil by extraction and not by pressing.

USES OF THE BEAN

Bean-cakes, and particularly bean oil, find many uses. The bean-cakes produced by the old-style Chinese mills are employed locally as cattle feed or for fertilizing. During the Great War ground bean-cake was mixed with flour in making bread. In Germany, bean flour was made into bread for the army. In Europe generally bean cakes are used as fodder. The principal use, however, is as fertilizer, and in this respect Japan is the greatest consumer. In that country there are over twenty bean oil mills, but the output of bean-cake is not sufficient to meet the demand. Nearly 50,000,000 pieces of round cake are imported annually.

Bean oil is used in China as an article of diet and also for illumination. In Europe and North America in its refined form it is used in the preparation of preserves, or as an adulterant to olive and other vegetable oils. In 1923 the refining of special oil was successfully begun in Harbin by the local mills, especially the Anglo-Chinese Company, which installed special equipment. The resulting product, known as Acecto, is sold to the domestic preserve factories and is exported to Transbaikal regions, where it is gradually replacing the more expensive vegetable oils and animal fats. In industrial chemical laboratories it is used for the manufacture of soaps, glycerine, linseed oil, varnish, etc., though in all cases the product seems to be of mediocre quality. For instance, in the preparation of linseed oil or varnishes it does not dry sufficiently rapidly. In this defect lies the secret of its low value. Bean oil takes the place of vegetable oils whenever there is an insufficient supply of the latter.

AS A FOOD CONSTITUENT

With regard to the other products of the Manchurian bean oil industry: the price of bean-cakes, which represent 90 per cent of the weight of the beans treated, is determined by the Japanese demand for fertilizer. The market being confined to Japan alone, it is natural that the price can never rule high. The finding of more profitable uses for bean oil and bean-cakes is therefore a question of paramount interest to the bean oil industry in both North and South Manchuria. Experiments in this direction, conducted in Europe and by the North Manchurian oil mills, give reason to anticipate greater possibilities for the future. A Russian capitalist recently established a small mill at Imienpo (North Manchuria) and extracts oil from the beans with alcohol. The oil thus produced is free from the odour peculiar to bean oil produced by the usual method, which makes it objectionable as a food constituent. It is also clean and requires little refining. In the case of oil obtained by the pressing method, it must be subject to a process of refining before it is free from foreign substances. The bean-cake resulting from the extraction method contains a higher percentage of protein, usually from 55 to 60 per cent, and has a greater food value. Such bean-cakes can be ground into flour and classified into grades for sale in the same manner as wheat flour.

Bean flour is a very nutritious food, of which biscuits and bread can be made for the army in time of war. If mixed in suitable proportion with wheat flour, an excellent bread results. But being non-glutinous, bean flour itself cannot be made into bread. In Europe experiments have been made with bean flour, and it has been found that, owing to the presence of from 6 to 8 per cent

oil contents, which is left behind after pressing, it can only be used to make cakes and other kinds of confectionery, but not bread. Bean-cakes produced by the extraction method will sell better. As food, bean flour is more valuable than wheat flour because of the higher percentage of protein—in the case of cakes produced by the pressing method about 45 per cent, while wheat flour contains only 12 per cent. Its disadvantage in making bread is its non-glutinous character, which, however, can be remedied by mixing it with wheat flour. The mixture, containing from 25 to 30 per cent of bean flour, will be far more nutritious than pure wheat flour. This is commonly done in England and Germany. Bread made of such a mixture is much cheaper.

The product of the modern oil mills in North Manchuria is turned out exclusively for export, and the oil produced by such mills is gradually replacing the output of those of the old style, whose number is decreasing. The specific point of industrial utilization of beans is the complete absence of waste. Bean-cakes plus oil make the same weight as that of the raw material.

REGULATIONS REGARDING MOTOR VEHICLE EQUIPMENT IN NEW ZEALAND

Auckland, April 19, 1928.—Legislation governing the operation of motor vehicles in New Zealand is enacted by the Legislative Assembly; the administration of all such laws is in the hands of the Minister of Public Works. The Motor Vehicles Act, 1924, sets out the law at present in force throughout all parts of the Dominion, while regulations made under it and entitled "Motor Vehicle Regulations, 1928," provide detailed rules to be observed by owners or drivers of motor cars or similar vehicles. Included among these are several relating to equipment or accessories which may prove of interest to Canadian exporters of such articles.

LIGHTS

Under the heading of lighting equipment, the regulations prescribe that all vehicles except motor cycles shall be equipped with two lamps of equal candle power, one towards each side of the vehicle, throwing forward a light of sufficient strength to enable substantial objects to be clearly visible at a distance of 150 feet. The height of the main beam from such lamps must not be over 3 feet 6 inches above the ground at a distance of 75 feet. One or two spotlights may be carried, but light cast from them must also not exceed a height of 3 feet 6 inches from the ground at a distance of 75 feet, either directly ahead of the vehicle or within a horizontal arc of 45 degrees on either side. No restriction is placed on the use of sidelights or other lighting devices for parking or to indicate destination except that all lamps exclusive of tail lights or direction lights must show a beam of light of substantially white colour and must be visible from a distance of 300 feet. Tinted lights of any colour except red may be used. Tail lights, throwing a red light rearward, must be carried on all motor vehicles; they are required to be at a level of or near the chassis frame and at or near the right-hand side of the vehicle. The rear registration plate must be illuminated by a white light thrown by the tail lamp or some other lamp, but the beam must not be visible from the rear other than by reflection.

The practice of dimming headlights while a vehicle is in motion is prohibited as from June 1, 1928, the regulation relating to this practice providing that "no person shall . . . permit any headlight . . . to be displayed or extinguished or appreciably varied in brilliance in a sudden manner", an exception being made that on well-lighted streets dimmed lights or side lights may be legally used in place of headlights throwing a beam of ordinary strength.

BRAKES

Braking equipment must include two independent brakes, a foot brake and a hand brake, of which at least one must be a retaining brake. One brake must also act directly on the wheels and not through transmission gear. The stopping ability of hand and foot brakes on vehicles of less than 3 tons gross weight is required to be equivalent to 75 feet and 50 feet respectively, while in the case of vehicles of greater weights the stopping ability of each brake must be equivalent to 75 feet and that of both applied together 50 feet. All brakes must be capable of easy adjustment.

WARNING DEVICES

All motor vehicles must carry warning devices other than sirens or bells "capable of emitting a sound immediately when actuated and clearly audible for a distance of 300 feet". Such devices must be so constructed as to not produce "shrieking, raucous or offensive noises".

GENERAL

The use of motor vehicles not already registered and equipped with steering wheels on the left side of the centre of the vehicle is forbidden as from March 31, 1928, although provision is made for the exemption of cars driven by tourists on temporary visits. The use of rear-view mirrors or reflectors is obligatory, as is also the use of adequate silencing devices for motor exhausts. Mechanical signalling devices may be employed to indicate the intention of the driver to stop, slow down, or turn in either direction, but must be capable of indicating such intention clearly both to other vehicles or traffic officers.

Official New Zealand regulations concerning the equipment of motor vehicles or accessories used on them vary but little from similar rules laid down by the authorities of other countries in which motor vehicles are in common use. One of the more important factors influencing the type of numerous accessories is the practice of keeping to the left of the road and the equipment of all cars with right-hand steering apparatus. Another feature of the market is the large number of English and Continental cars and trucks in use and the important variation between their construction and that of vehicles of Canadian or United States manufacture. It is suggested that manufacturers of motor vehicle accessories interested in the New Zealand market ascertain through their local connections or the office of the Trade Commissioner the adaptability of all new or altered products to local conditions and their compliance with the requirements of the Motor Vehicles Act.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Marking of Honey and Apples for Great Britain

Advice has been received from the Secretary of State for Dominion Affairs, London, to the effect that a draft order under Section 2 of the British Merchandise Marks Act, 1926, has been laid before Parliament to give effect to the reports of the Standing Committee regarding the marking of (i) honey, and (ii) apples. Reports of the respective committees regarding the marking of these commodities were published in *Commercial Intelligence Journal* No. 1253 (February 4), page 178, and No. 1263 (April 14), page 548.

Flour Duty in Serb-Croat-Slovene Kingdom

The Commercial Secretary of the British Legation in Belgrade advises that, effective from April 14, the import duty on flour of all kinds (except rice, potato, and pulse flours) has been increased from 4 gold dinars (minimum tariff) to 8 gold dinars per 100 kilogs. (220 pounds). The value of the gold dinar is 19.3 cents in Canadian money.

Skimmed Milk Import Prohibition in Siam

TRADE COMMISSIONER R. S. O'MEARA

Batavia, Java, April 10, 1928.—Under the new Skimmed Milk Act which has recently been promulgated, the importation of skimmed milk into Siam is prohibited. While full particulars and details of standards laid down are not available, it appears to be the intention of the act to include in the prohibition all milk products from which the milk fat content has been removed. This would cover fresh skimmed milk, condensed separated or machine-skimmed milk, and skimmed milk powder.

There appear to be no concessions such as are granted in the Straits Settlements, allowing for import under licence when the powder is to be used in the manufacture of reconstituted whole milk products.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING MAY 28

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending May 28, 1928. Those for the week ending May 21, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending May 21, 1928	Week Ending May 28, 1928
Austria	Schilling	.1407	\$.1412	\$.1412
Belgium	Belga	.1390	.1396	.1396
Bulgaria	Lev	.1930	.0072	.0072
Czecho-Slovakia	Krone	.....	.0296	.0296
Denmark	Krone	.2680	.2683	.2684
Finland	Markka	.0252	.0252	.0252
France	Franc	.1930	.0393	.0393
Germany	Reichsmark	.2382	.2393	.2395
Great Britain	£	4.86½	4.8868	4.8837
Greece	Drachma	.1930	.0130	.0130
Holland	Florin	.4020	.4036	.4037
Hungary	Pengo	.1749	.1750	.1750
Italy	Lira	.0526	.0527	.0527
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2680	.2679
Portugal	Escudo	1.0805	.0425	.0430
Roumania	Leu	.1930	.0062	.0062
Spain	Peseta	.1930	.1678	.1675
Sweden	Krona	.2680	.2683	.2685
Switzerland	Franc	.1930	.1927	.1927
United States	\$	1.0000	1.0007	1.0018
Argentine Rep.	Peso (Paper)	.4244	.4280	.4280
Brazil	Milreis	.5462	.1205	.1206
Chile	Peso	.1217	.1220	.1225
Colombia	Peso	.9733	.9780	.9875
Mexico . . . . .	\$	.4985	.4855	.4827
Peru	Libra	4.8665	3.9800	4.0000
Venezuela	Bolivar	.1930	.1928	.1930
Uruguay	Peso	1.0342	1.0250	1.0275
Cuba	Peso	1.0000	1.0009	1.0009
Batavia, Java	Guilder	.4020	.4030	.4030
China	Tael	.....	.6937	.6912
India	Ruppee	.3650	.3675	.3675
Japan	Yen	.4985	.4640	.4663
Siam	Tical	.3709	.4575	.4575
Singapore, Str. Settlements . . .	\$	.5678	.5650	.5650
Jamaica	£	4.86½	4.8800	4.8775
Barbados	£	} 1.0000	1.01½—1.02½	1.01 —1.02½
British Guiana	\$			
Trinidad	\$			
Other British West Indies . . .	\$			
Martinique	Franc	1.0000	1.01½—1.02½	1.00½—1.02
Guadeloupe	Franc	.1930	.0393½	.0393½
		.1930	.0393½	.0393½

DEVELOPMENT OF MANCHURIA

The year 1927 has, in several respects, been an eventful one in Manchuria, but the outstanding feature has undoubtedly been the tremendous increase which took place in the number of immigrants who entered the three Eastern Provinces from the northern provinces of China proper. For a number of years past the annual total of such immigrants has been from 300,000 to 400,000, but according to Mr. Henry W. Kinney in a recent issue of the *Chinese Economic Journal* (Peking), most authorities agree that the total for 1927 must be at least a million.

Manchuria has been fortunate in so far as actual warfare has remained far from its borders. The three Eastern Provinces have continued to advance, increasing in population, productivity, railway mileage, and various other developments in which Chinese, Japanese, and other foreigners have taken part, despite the depreciation of the paper currency, particularly the fengpiao, which two years ago stood at about 1½ to the yen, but which now stands at about 13½ to the yen. As a consequence, the buying power of the farmer's product, translated into paper dollars, decreases drastically, and import trade suffers.

It is one of the best proofs of the phenomenal prosperity of Manchuria that it has not only been able to bear, but has progressed under, such adverse conditions. But such progress seems virtually inevitable. The vast and fertile regions continue to attract the millions of Chinese war sufferers from China proper. The situation presented, namely, a tremendous area of rich, uncultivated land lying within a day's journey of an almost inexhaustible labour supply, is probably unprecedented in the history of the world. All that is needed to facilitate this is Chinese co-operation with foreign initiative and capital to turn the almost limitless resources of Manchuria into a refuge for the hapless masses of starving North China, so that they may transform this territory into one of the richest and most important productive regions of the world.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHEERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

427. PROVISIONS.—Importer in Shanghai desires to represent manufacturers in provision lines such as confectionery, chocolate bars, milk and milk products, and sardines. Samples and quotations c.i.f. Shanghai requested.

428. CANNED SALMON.—A firm of importers and manufacturers' representatives in Guatemala City, Guatemala, with good connections, desire to secure representation of exporters of canned salmon. Full information in regard to prices, terms, with samples of labels, should be sent with first letter.

429. CANNED SALMON.—A manufacturers' representative in Guatemala City, with connections throughout Central America, wishes to communicate with exporters of canned salmon with a view to sole agency.

430. POTATOES.—A firm of importers and commission agents in Guatemala City, Guatemala, wish to communicate with Canadian exporters of potatoes, with a view to securing supplies for the Central American markets. Prices should be quoted c.i.f. Atlantic ports or Guatemala City, and full information as to terms and conditions given in first letter.

431. FLOUR.—A firm of importers and manufacturers in Guatemala City, Guatemala, wish to communicate with Canadian exporters of flour, with a view to sole representation.

Miscellaneous

432. FOOTWEAR.—An Italian firm desire to import boots and shoes, for men and women only, from Canada.

433. RUBBER GOODS.—Italian firm are interested in the importation of rubber hot-water bottles, bathing caps, etc., from Canada.

434. BINDER TWINE; MANILA YARN FOR ROPE-MAKING.—A French importer wishes to obtain quotations from Canadian manufacturers of the above, with a view to representing them in France. (Yarn from 24 threads to 50, various grades.) Prices c.i.f. French port.

435. MATCHWOOD.—A Shanghai firm desire quotations c.i.f. Shanghai on matchwood, quantities available and shipping facilities. Samples if possible to be forwarded direct.

436. GALVANIZED NAILS.—A West of England firm desire quotations c.i.f. on hot spelter galvanized nails.

437. BUILDERS' HARDWARE.—A firm of tool importers in the North of England are desirous of establishing contact with Canadian manufacturers of builders' hardware with a view to representation.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To ANTWERP.—Montnairn, Canadian Pacific, June 5.

To SOUTHAMPTON.—Montnairn, June 5; Empress of Scotland, June 6; Empress of Australia, June 13; Empress of France, June 20; Empress of Scotland, June 27—all Canadian Pacific.

To HAMBURG.—Montroyal, Canadian Pacific, June 23.

From Montreal

To ANTWERP.—Canadian Explorer, June 14; Canadian Planter, June 23—both Canadian National; Beaverdale, June 8; Metagama, June 20; Beaverhill, June 22; Montrose, June 28—all Canadian Pacific.

To AVONMOUTH.—Concordia, June 9; Salacia, June 23—both Anchor-Donaldson; Nessian, June 16; Nubian, June 30—both White Star Line; Bothwell, Canadian Pacific, June 21.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, June 17; Kenbane Head, June 30—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Hunter, June 15; Canadian Aviator, June 29—both Canadian National.

To DUNDEE.—Cairnross, Thomson Line, June 22.

To GLASGOW.—Carmia, June 8; Athenia, June 15; Coracerro, June 22; Letitia, June 29—all Anchor-Donaldson; Minnedosa, June 14; Bothwell, June 21; Melita, June 29—all Canadian Pacific.

To HULL.—Rexmore, June 12; Comino, June 28—both Furness Line.

To LIVERPOOL.—Laurentic, June 9; Doric, June 16; Calgaric, June 23; Regina, June 30—all White Star Line; Montclair, June 8; Duchess of Redford, June 15; Montclair, June 22; Melita, June 29—all Canadian Pacific; Andania, June 8; Antonia, June 22—both Cunard Line.

To LONDON.—Canadian Explorer, June 14; Canadian Planter, June 23—both Canadian National; Albertic, June 14; Megantic, June 28—both White Star Line; Beaverdale, June 8; Beaverbrae, June 15; Beaverhill, June 22; Beaverford, June 29—all Canadian Pacific; Ascania, June 8; Alaunia, June 15; Ausonia, June 22; Aurania, June 29—all Cunard Line; Rexmore, June 12; Comino, June 28—both Furness Line.

To MANCHESTER.—Manchester Citizen, June 7; Manchester Division, June 28—both Manchester Liners.

To NEWCASTLE AND LEITH.—Cairntorr, June 8; Cairnglen, June 15; Cairnross, June 22; Cairnesk, June 29—all Thomson Line.

To SOUTHAMPTON.—Albertic, June 14; Megantic, June 28—both White Star Line; Montrose, Canadian Pacific, June 28.

To BORDEAUX AND HAVRE.—Laval County, County Line, June 20.

To BREMEN.—Cairndhu, Thomson Line, June 16; a steamer, North German Lloyd, June 26.

To COPENHAGEN AND BALTIC PORTS.—Ivar, Scandinavian-American Line, June 15.

To HAMBURG.—Beaverbrae, June 15; Beaverford, June 29—both Canadian Pacific; Hada County, June 5; Boshum, June 15; Brant County, June 21; Grey County, June 28—all County Line; Cairndhu, Thomson Line, June 16.

To ITALIAN PORTS.—Vallemore, Lloyd Mediterraneo Italian Service, June 10.
 To ROTTERDAM.—Bjornson, June 9; Queens County, June 28—both County Line.
 To NORWEGIAN PORTS.—Topdalsfjord, Norwegian-American Line, June 20.
 To AUSTRALIAN PORTS.—Canadian Cruiser, June 9; Canadian Scottish, June 30—both Canadian National.
 To NEW ZEALAND PORTS.—Canadian Britisher, Canadian National, June 25; Papanui, New Zealand SS., June 10.
 To SOUTH AND WEST AFRICAN PORTS.—Calumet, Elder Dempster, June 15.
 To SOUTH AMERICAN PORTS.—Tercero, Canadian-South American Line, June 16; Canadian Ranger, Canadian National, June 9.
 To ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Otter, June 7; Canadian Beaver, June 21—both Canadian National.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, Canadian National, June 13.
 To BERMUDA, ST. KITTS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—A steamer, Ocean Dominion, June 16, June 29.
 To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National, June 11; Rosiland, Canada SS., June 9, June 23.
 To CORNERBROOK.—Nayarit, June 18; New Northland, June 13, June 27—both Clarke SS.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, June 16; Canadian Pathfinder, June 30—both Canadian National.
 To ST. PIERRE, ST. JOHN'S BAY, ROBERTS, CARBONEAR, PORT UNION AND OTHER EAST COAST NEWFOUNDLAND PORTS.—Lakefield, Newfoundland-Canada Traders, June 4, June 28.

From Halifax

To BORDEAUX.—Roussillon, June 4; Chicago, June 19—both French Line.
 To LIVERPOOL.—Newfoundland, June 9; Nova Scotia, June 27—both Furness, Withy.
 To ST. JOHN'S, Nfld.—Newfoundland, June 9; Nova Scotia, June 27—both Furness, Withy; Nerissa, June 12; Silvia, June 5, June 19—both Red Cross; Farnorth, June 15, June 29; Skipper, June 9, June 30—both Farquhar SS.
 To ST. PIERRE, ST. JOHN'S BAY, ROBERTS, CARBONEAR, PORT UNION AND OTHER EAST COAST NEWFOUNDLAND PORTS.—Lakefield, Newfoundland-Canada Traders, June 7, June 30.
 To SOUTH AND WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., June 9, June 30.
 To ST. PIERRE-MIQUELON.—Pro Patria, French Mail SS., June 13.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTserrat, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, June 15; Canadian Carrier, June 29—both Canadian National.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, June 13; Andalusia, June 27—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Russia, June 7; Empress of Asia, June 21—both Canadian Pacific.
 To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—London Maru, June 5; Paris Maru, July 23—both Osaka Shosen Kaisha.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Protesilaus, June 5; Talthybius, June 26—both Blue Funnel.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, June 27.
 To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Cajoot, American-Australia-Orient Line, June 13.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Leme, Navigazione Libera Triestina, June 9.
 To HAMBURG, ANTWERP AND BREMEN.—Osiris, June 7; Los Angeles, June 20—both Hamburg-American Line.
 To LIVERPOOL, LONDON AND ROTTERDAM.—Drecht dyk, Royal Mail Steam Packet, June 30.
 To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, Royal Mail Steam Packet, July 1.
 To MANCHESTER.—Pacific Shipper, June 10; Pacific Grove, June 24—both Furness (Pacific) Ltd.
 To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—A steamer, Westfal-Larsen Line, June 26.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
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Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
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Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).

Monthly Bulletin of Agricultural Statistics

Sixty Years of Canadian Progress (1927). (Price 10 cents.)

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, live stock, coal prices, etc.

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United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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MR. COSGRAVE'S ITINERARY FOR JUNE

Mr. L. M. Cosgrave, Canadian Trade Commissioner in China, is undertaking a tour of the Dominion in the interests of Canadian trade with that country. The following are the dates of his itinerary for June:—

Quebec City	June 8	Kingston	June 21
Three Rivers	June 11	Oshawa	June 22
Montreal	June 12 to 20	Toronto	June 25 to 29

Canadian firms desirous of interviewing the Trade Commissioner are requested to write to the Department of Trade and Commerce, Ottawa.

TRADE COMMISSIONERS TO TOUR CANADA

Mr. Jean J. Guay, Canadian Trade Commissioner in Belgium, and Mr. Harry A. Scott, Canadian Trade Commissioner in Liverpool, whose territory covers the North of England, Lincolnshire, North Midlands, and North Wales, have arrived in Canada with the object of touring the Dominion in the interests of Canadian trade with their respective territories.

Canadian firms who desire to be brought in touch with the Trade Commissioners or to interview them are requested to communicate with the Department of Trade and Commerce, Ottawa, in order that the necessary arrangements may be made.

REVIEW OF AUSTRALIAN TRADE, 1926-27

TRADE COMMISSIONER D. H. ROSS

III

Importations of Interest to Canadians

As in previous years, it is considered that statistical returns supplemented by brief comment on the principal lines of goods and products of likely interest to Canadian manufacturers is all that is necessary to emphasize the large trading requirements of the Commonwealth.

The published trade returns of the Commonwealth are held at the Department of Trade and Commerce, Ottawa, to whom application should be made for any special return required by manufacturers and exporters.

It is obviously impossible to condense within the limits of this report a comprehensive review of the 1,448 distinct classifications of the importations into Australia in 1926-27, nor is it considered that any special service could be rendered to Canadian trade by commenting upon all the schedules.

In subsequent paragraphs will be found particulars relative to such leading lines of Australian imports as are considered to be of special interest to Canadian manufacturers.

AUSTRALIAN IMPORTS OF AGRICULTURAL IMPLEMENTS

As in other countries, the demand for farming implements and agricultural machinery fluctuates according to climatic conditions, to new areas of country being opened by settlement, and to stocks carried over to the following season.

The total imports of agricultural machinery and implements, from all countries, into the Commonwealth for the years 1924-25 to 1926-27 are shown thus:—

Australian imports	1924-25	1925-26	1926-27
Agricultural machinery, etc.	£784,024	£761,766	£722,094

CANADIAN AGRICULTURAL IMPLEMENTS

Canada continues to maintain the predominating position in the imported agricultural machinery and implement trade of the Commonwealth.

This position has been attained by supplying implements in many cases specially made for the varied requirements of the Australian states, combined with expert selling organization of old-established branch houses and capable and experienced agents.

For cultivating, sowing, and cutting the importations are, in the main, agricultural machinery made in Canada and the United States. In normal years the importations from the United Kingdom are chiefly composed of plough-shares, plough-boards, and minor articles used by Australian manufacturers in the construction of their implements. A limited number of threshing outfits, rollers, and cream separators are of British manufacture.

For comparative purposes, the annexed schedule illustrates the value of Australian importations from the three principal sources of manufacture—Canada, the United States, and the United Kingdom—for the last three years:—

Agricultural Machinery	From Canada	From United States	From United Kingdom
Australian imports, 1924-25	£387,205	£280,886	£109,492
Australian imports, 1925-26	376,502	262,322	116,323
Australian imports, 1926-27	361,591	252,050	100,006

REAPER-THRESHERS AND REAPERS AND BINDERS

The advent of the massive Canadian reaper-thresher superseded stripper-harvesters (which were formerly extensively used in cropping wheat) by speedily demonstrating its superiority in all sorts of conditions of crop. After many years of strenuous work over all kinds of country, the original make of Canadian reaper-thresher admittedly stands in a class by itself, hence the stripper-harvester has been generally abandoned. Competing Australian manufacturers have recently much improved their makes of reaper-thresher type. The principal demand is for a thresher with a 12-foot comb.

The Canadian reaper-thresher is drawn by four horses (though tractor traction will likely have some attention) and the power for threshing is supplied by an engine. So far this combination is most favoured both in operating the machine and in the results obtained. A United States company are using a power take-off from the header to their reaper-thresher. The principal Australian implement factory is marketing an auto-header combining a make of tractor (well known in Canada) with a reaper-thresher, giving 12-feet width of comb.

The volume of the reaper-binder trade is steadily declining, chiefly through the increasing sale of tractors and other motive-power appliances. No accurate estimate can be given of the extent of the sale of either imported or locally made binders as they are now included in the same classification as threshers, for which the appended tabulation of the comparative importations for the last two years is submitted:—

Country of Origin	1925-26	1926-27	Decrease
Canada	£124,115	£119,568	£ 4,547
United States	65,640	50,066	15,574
	£189,755	£169,634	£20,121

DRILLS—FERTILIZER, SEED, AND GRAIN

The former demand for fertilizer drills has been generally superseded by the much improved combinations of the cultivating drill—known to the trade as “the combine”—which, in one operation, cultivates the land and sows the seed. Recently, the chief demand has been from the State of Western Australia, where large areas of new country are being opened up for settlement. From the appended schedule it will be observed that, so far as imported drills are concerned, Canadian drills are maintaining their paramount position in the trade:—

Country of Origin	1925-26	1926-27	+ Increase — Decrease
United Kingdom	£ 593	£ 532	—£ 61
Canada	82,802	127,339	+ 44,537
United States	2,551	7,682	+ 5,131
	£85,946	£135,553	+ £49,607

DETAILS RELATIVE TO AUSTRALIAN TRADE IN FARMING IMPLEMENTS

The subjoined brief comment upon certain aspects of the Australian trade in imported farming implements—not referred to elsewhere—and the bearing of the competition of Australian manufacturers thereon, is submitted for general information.

Garden and orchard implements are chiefly imported from the United States, though some Canadian lines share in this trade.

Lawn Mowers.—Well-established makes of British and United States lawn mowers continue to hold the bulk of Australian requirements, though Canadian mowers have, to a limited extent, been introduced.

Channel graders and scoops, chiefly from the United Kingdom and the United States—as well as some of Australian manufacture—are used in irrigation and swamp reclamation works.

Scufflers have recently been imported in increased numbers of the horse-hoe type and some Canadian types have benefited by this trade, particularly through settlement in Western Australia.

Cotton cultivating machines, chiefly of a small type, have a demand in Queensland, but this line is so far comparatively limited in extent.

Corn Planters.—In Australia corn planters are known as maize drills. What is known as the check-row planter in North America has not found favour in Australia. Under normal seasons the sale of single-row corn planters—or maize drills—is not estimated to exceed 1,000 planters, of which the importations are from Canada and the United States. The sale is chiefly in the States of Queensland and New South Wales. It is estimated that about one-third of the planters are equipped with a small fertilizer attachment to permit the sowing of superphosphates or bone dust along with the corn.

Lime Spreaders.—A recurrent demand exists for lime spreaders to overcome the sourness of soil caused by the continued use of superphosphates as a fertilizer. The spreaders are in chief demand in the districts where lucerne (alfalfa) is under cultivation. The majority of the machines in use are made in Australia, but Canadian spreaders participate in the trade.

Hay Rakes.—With the exception of one line made to a limited extent in Australia, hay rakes are imported from Canada and the United States, the trade in which is about normal, depending entirely upon climatic conditions.

Mowers are mainly used for cutting lucerne (alfalfa), which is a quick-growing crop, hence these machines are in operation the year round in Australia.

Stump-jump ploughs in recent seasons have so greatly declined in importations that the line is almost negligible in value so far as imports from overseas are concerned.

Ploughs (other than stump-jump) form a leading line with Australian makers, though there are several Canadian manufacturing companies sharing to a considerable extent in this trade. One Melbourne industry has specialized in a line of orchard disc ploughs which commands an extensive sale.

Attachments and Replacements.—With much-enhanced costs of all implements, farmers are now taking better care of their cultivating and harvesting outfits, hence the strong demand for replacements is an indication in this regard. The advent of cultivating drills has very materially increased the demand for spring-tynes and points, the manufacture of which is so far limited in Australia. All importers of agricultural machinery and implements—and their country agents—hold stocks of parts, through which investment considerable capital is tied up in, obviously, a vital adjunct to successful trading.

AUSTRALIAN IMPORTS OF AGRICULTURAL MACHINERY CLASSIFIED

Many items of agricultural machinery of minor importance are included in the Commonwealth trade classification with items of considerable value. The classification and values of the importations into Australia (not previously given) are tabulated thus for ready reference:—

Country of Origin	1925-26	1926-27	+ Increase — Decrease
Ploughs, Stump-jump and Other; Plough Shares and Mouldboards—			
United Kingdom	£ 6,012	£ 6,533	+£ 521
Canada	69,560	52,085	— 17,475
United States	33,074	39,326	+ 5,252
Other countries	180	292	+ 112
	£108,826	£ 98,236	—£10,590
Mowers—			
United Kingdom	£ 381	£ 773	+£ 392
Canada	14,580	3,605	— 10,975
Sweden	171	268	+ 97
United States	13,263	6,006	— 7,257
	£ 28,395	£ 10,652	—£17,743
Hay rakes, Horsedrawn—			
United Kingdom	£ 53	£ 117	+£ 64
Canada	3,413	1,142	— 2,271
Sweden	91	....	— 91
United States	5,382	2,063	— 3,319
	£ 8,939	£ 3,322	—£ 5,617
Disc Cultivators, Cultivators, n.e.i., Har- rows, Scarifiers—			
United Kingdom	£ 1,313	£ 1,343	+£ 30
Canada	33,635	34,760	+ 1,125
New Zealand	50	475	+ 425
United States	23,632	14,722	— 8,910
Other countries	98	24	— 74
	£ 58,728	£ 51,324	—£ 7,404
Corn Shellers, Corn Huskers, Combined Corn Sheller, Husker and Bagger; Com- bined Corn Sheller and Husker—			
United Kingdom	£	£ 139	+£ 139
Canada	2,006	1,007	— 999
United States	550	852	+ 302
	£ 2,556	£ 1,998	—£ 558
Garden and Field Rollers; Garden Hose, Reels, Lawn Mowers; Sweepers and Sprinklers, Spraying Machines and Syringes—			
United Kingdom	£ 38,844	£ 35,542	—£ 3,302
Canada	889	175	— 714
New Zealand	30	....	— 30
France	456	879	+ 423
United States	72,489	72,624	+ 135
Other countries	295	649	+ 354
	£113,003	£109,869	—£ 3,134
Metal Parts for Agricultural Machinery, Knife Sections, Ledger Plates, Etc.—			
United Kingdom	£ 5,503	£ 5,622	+£ 119
Canada	35,995	17,501	— 18,494
United States	16,978	11,617	— 5,361
Other countries . . . . .	....	4	+ 4
	£ 58,476	£ 34,744	—£23,732
Seats, Poles, Swingle-bars, Yokes and Trees for Agricultural Machines when imported separately—			
United Kingdom	£ 54	£ 63	+£ 9
Canada	822	524	— 298
Germany . . . . .	....	159	+ 159
United States	851	769	— 82
	£ 1,727	£ 1,515	—£ 212
Discs for Agricultural Implements; Mould- board Plates in the flat, whether cut to shape or not—			
United Kingdom	£ 47,747	£ 37,733	—£10,014
Canada	4,844	2,460	— 2,384
New Zealand	1	213	+ 212
United States	2,852	3,743	+ 891
Other countries . . . . .	....	8	+ 8
	£ 55,444	£ 44,157	—£11,287

AUSTRALIAN IMPORTS OF AGRICULTURAL MACHINERY CLASSIFIED—*Concluded*

Country of Origin Implements and Machinery (Agricultural, etc.) n.e.i.—	1925-26	1926-27	+ Increase — Decrease
United Kingdom	£ 1,180	£ 925	—£ 255
Canada	2,862	145	— 2,717
New Zealand	504	117	— 387
Belgium	172	494	+ 322
France	945	129	— 816
Germany	150	2	— 148
United States	4,370	7,798	+ 3,428
Other foreign countries	60	13	— 47
	£ 10,243	£ 9,623	—£ 620

IMPROVED OUTLOOK FOR FARM TRACTORS IN AUSTRALIA

The former prejudice, founded on unsatisfactory experiences, against farm tractors has recently been overcome by field experts, in the service of branch houses and manufacturers' agents, demonstrating the improvement in mechanism and simplicity of working of modern machines in comparison with those sold in this market a few years ago. The demand for tractors is rapidly increasing, and at present is receiving close attention from importers of Canadian agricultural implements.

When the customs duties were—on strong representation of farmers—reduced, the Commonwealth Government concurrently granted a system of bonuses on the manufacture of tractors in Australia upon the following basis:—

Over 12 b.h.p. and up to 18 b.h.p. each	£40 (\$194.67)
Over 18 b.h.p. and up to 25 b.h.p. each	£50 (\$243.33)
Over 25 b.h.p. and up to 35 b.h.p. each	£70 (\$340.67)
Over 35 b.h.p. upwards each	£90 (\$438.00)

These bonuses are applicable to internal combustion engines, but on any other types the rates will be fixed by the Minister after the Tariff Board has investigated and reported upon the application. Some Australian manufacturers of agricultural machinery, and also some engineering companies, are—through the incentive of the bonus—making tractors through the demand having assumed considerable importance.

Tractors are now duty-free if made in the United Kingdom and are dutiable at 11 per cent net if made in all other countries (including Canada). The largest demand is for a tractor suitable for a small area of from 200 to 300 acres.

The importations of tractors into Australia in 1925-26 and 1926-27 are tabulated thus:—

Australian Imports	1925-26	1926-27
From all countries	£799,670	£1,174,343

The chief sources of supply were the United States (£1,002,967); the United Kingdom (£121,161); Canada (£19,927); Germany (£16,085); and Sweden (£12,065).

Farmers favour a tractor which without expert assistance can be easily repaired. When the mechanism is enclosed, or built in, adjustments are difficult, hence a type which overcomes this problem is preferred, especially on far-distant farms where expert assistance is costly, and also to obviate delays when the machine is particularly required. Medium-priced tractors command the bulk of the trade.

Reliable service is one of the chief inducements in influencing a sale. Buyers are taught to operate and take care of their machines, and some agents—after twelve months' work—dissemble the tractor, completely overhauling all the parts, and reassemble the machine to the purchaser's satisfaction. Hence, whatever merits a machine may possess, it is essential to have a reliable selling organization capable of carrying out field demonstrations, by which method the bulk of the sales are made.

FARM WAGONS

The net customs duty on farm wagons (vehicles, n.e.i.) is 60½ per cent, hence the importations are limited, as the importing freight and other charges make the landed cost—on invoice values—extremely high. Yet some wagons are imported, and there is considered to be a trade worth the serious consideration of Canadian manufacturers.

There are over 600 coachbuilding works (established in all the States) throughout Australia, giving employment to over 4,600 men, and in 1925-26 their output was valued at £2,177,000. In some of these works the building of farm wagons comprises their chief output, but the lighter-built imported wagon is favoured for special loading in which strength is not the main factor. To endure extreme and protracted heat in the summer months, it is essential that the materials used—particularly in the hubs, spokes and rims—must be well seasoned. The Australian farm wagon, constructed of hardwoods, while of excellent build and design, is much heavier than the imported line.

CANADIAN BINDER TWINE

The manufacture of rope cordage and binder twine is carried on by factories—some of considerable magnitude—in all the Australian States (though chiefly in Melbourne and Sydney). The sources of supply of their raw materials are manila fibre from the Philippine Islands and flax fibre from New Zealand, so—excluding sisal—Australian rope works are more favoured by distance in obtaining their fibre than are their competitors in North America and Europe.

Hitherto, by reason of the customs duties on binder twine (£6 on that made in the United Kingdom and £7 per long ton of 2,240 pounds on that made in all other countries, including Canada), the importations have been very limited in comparison with the total consumption, the value of the imports during the last two years being £25,940 and £18,720 respectively, of which the United Kingdom was the main source of supply.

Towards the end of 1927, about 1,000 tons of Canadian binder twine were imported into Australia, which caused Australian manufacturers to be much perturbed as they had looked upon the domestic market as being practically their own. Whether there will be a repetition of importations obviously depends upon the competitive quotations submitted to the large wholesale buyers and distributors.

AUSTRALIAN CUSTOMS DUTIES ON AGRICULTURAL MACHINERY

Importations of agricultural implements and machinery from Canada are dutiable under the general tariff—or maximum—schedules.

Taking some of the more important Canadian lines of implements, the following illustrations of the net Australian customs duties are quoted:—

Cultivating drills	38½ per cent net
Reaper-threshers	38½ per cent net
Reapers and binders	£10 each, or 49½ per cent net
Mowers	£ 4 each, or 49½ per cent net
Hay rakes	£ 3 each, or 49½ per cent net
Ploughs, stump-jump	38½ per cent net
Ploughs, other	33 per cent net
Metal parts for harvesters, etc.	2d. per pound
Malleable castings	2½d. per pound or 49½ per cent net
Tractors	11 per cent net
Lawn mowers	33 per cent net
Cream separators	Free

(Where specific and ad valorem duties are quoted, whichever rate returns the higher duty is applicable.)

In addition to the duties is the natural protection enjoyed by Australian manufacturers over their importing competitors through the cost of railway carriage to the seaboard, ocean freight on such bulky lines, marine insurance, bank exchange, landing charges, and labour in assembling at port of destination.

IMPORTATION OF FARMING IMPLEMENTS, 1928-29

Despite the adverse climatic conditions and limited crop production in all the states, except Western Australia, in 1927-28, the sales of farming machinery, under the circumstances, exceeded the anticipation of importers, but both importers and Australian manufacturers have a considerable carry-over of stocks until the next season. Fortunately, the position has much improved in recent months. Since the beginning of 1928 the season has been exceptionally favourable over the greater portion of farming lands throughout the Commonwealth, and, while it is too early to estimate what the coming demand for implements will be, the present seasonal outlook could scarcely be improved upon. In direct contrast with a year ago, when the lack of rain prevented cultivating and seeding, farmers are now heartened by better prospects, and hence are more disposed to place orders for cultivating implements, tractors, and—for later delivery—harvesting machinery. Obviously, poor returns from limited crops last year will have some bearing upon sales, though here—as in Canada—the selling organizations give extended credit terms to farmers requiring such accommodation.

AUSTRALIAN AGRICULTURAL IMPLEMENT FACTORIES

Throughout the Commonwealth, in every state, the manufacture of agricultural implements and machinery is an old and well-established industry. While Melbourne is the chief centre, there are also large plants near Adelaide and Sydney, and quite a number of small factories in country districts. In recent years there has been a marked development in both plants and equipment which rather surprised the representatives of leading Canadian factories who visited Australia to become *au fait* with implement trade conditions in the Commonwealth. By reason of the exceedingly high customs duties, and the natural protection caused by ocean freights and other importing charges, the domestic manufacture of farming machinery has received considerable impetus and has benefited accordingly.

The following table gives particulars concerning Australian agricultural machinery factories for the years 1924-25 and 1925-26 (the latest available):—

	1924-25	1925-26	+Increase —Decrease
Number of factories.. . . .	153	148	— 5
Number of employees.. . . .	5,535	5,691	+ 156
Actual horse-power of engines used.. . . .	4,349	5,344	+ 1,005
Approximate value of land and buildings .. £ 625,767	£ 695,214		+£ 69,447
Approximate value of plant and machinery ..	559,413	622,165	+ 62,752
Total amount of wages paid.. . . .	1,181,572	1,270,555	+ 88,983
Value of fuel used.. . . .	70,680	71,137	+ 457
Value of raw material worked up	1,569,456	1,385,089	— 184,367
Value of final output	3,283,008	3,228,502	— 54,506
Value added in process of manufacture	1,642,872	1,772,276	+ 129,404

AGRICULTURAL IMPLEMENTS EXPORTED FROM AUSTRALIA

The values of Australian-made agricultural implements and machinery exported from the Commonwealth in 1925-26 and 1926-27 (chiefly to South Africa and Fiji and other South Sea islands) are shown thus:—

Australian (Origin) Exports	1925-26	1926-27	+Increase —Decrease
Cream separators	£ 182	....	—£ 182
Ploughs and harrows.. . . .	5,760	£16,745	+ 10,985
Reapers and binders	108	329	+ 221
Stripper harvesters	766	1,513	+ 747
Strippers .. . . .	....	185	+ 185
Harvester parts	1,476	178	— 1,298
Implement (unspecified)	11,923	6,893	— 5,030
Total	£20,215	£25,843	+£ 5,628

AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

TRADE COMMISSIONER D. H. ROSS

Melbourne, May 2, 1928.—The Commonwealth customs revenue returns for the ten months of the financial year to April 30 amounted to £35,235,240, compared with the estimate of £37,333,333, and are £1,517,821 less than those received during the corresponding period of the previous year. As the customs receipts are generally much lower in the last two months of the year, it is expected that the total will be nearly £3,000,000 below the estimate.

Postal revenue, however, shows an increase of £94,820 over that of April last year, and of £547,129 for the nine months, but yet is £248,659 below the estimate. The total amount received from this source for the ten months was £10,077,174.

Oversea trade returns for the month of March and first nine months of the fiscal year amounted to a total of £231,669,904, comprising imports to the value of £116,606,696 and exports to the value of £115,063,208. In comparison with the corresponding nine months of the previous year, imports declined by £9,625,557 and exports increased by £1,584,182. Through the decline in the value of imports, and a slight increase in exports, the adverse trading balance, experienced over a considerable period, appears to be gradually overtaken.

A quiet period in trading is generally anticipated until the 1928-29 harvest is garnered. Economy is being rigidly applied to all public works and railway development in view of the certainty that practically every Australian state will show a marked deficit at the end of the current financial year. The season, however, continues most favourable and the production outlook could scarcely be improved.

AUSTRALIAN WHEAT AND FLOUR

Wheat.—Recent activity, and advanced quotations in Winnipeg and Chicago, in the oversea wheat markets have been reflected, during the last few weeks, in the increased demand for shipments from Australia. Exports have been on a much larger volume than at any period since the last crop was harvested. Adverse reports concerning the condition of North American winter wheat have been of considerable benefit to Australian growers in enabling exporters to make large sales at increased values. Up to the end of April it is estimated that, so far in the 1927-28 export season, Australia has shipped about 25,500,000 bushels of wheat as compared with 53,184,000 for the similar period of the previous year.

To-day's price, on the basis of a bushel of 60 pounds f.o.b. steamer at main Australian ports, is 6s. (\$1.46), or an advance of 4d. (8 cents) on the price ruling on April 4.

Flour.—There is now a strong demand for Australian flour for export, and—in sympathy with the advance in wheat—quotations are considerably higher than those ruling a month ago. Millers have not been able to accept all the Egyptian business offered on account of the lack of shipping facilities, which is a recurrent condition. The freight question is almost always a serious obstacle in so far as exports to Egypt are concerned, as when little business offers space seems plentiful, but inversely, when larger orders are received, it is difficult to obtain the necessary space. It is considered by exporters that, as available wheat supplies are becoming reduced, the quotations on Australian flour will remain very firm until the arrival of new wheat in December next.

To-day's quotations for standard quality flour, per ton of 2,000 pounds f.o.b. steamer at main Australian ports, are:—

Packed in sacks of 140 or 150 pounds gross.. . . .	£12	2s. 6d.	(\$59 00)
Packed in hessian bags of 101 pounds gross.. . . .	£12	7s. 6d.	(\$60 22)
Packed in calico bags of 49 pounds gross.. . . .	£12	17s. 6d.	(\$62 66)

From December until the end of April the exports of Australian flour were about 158,000 tons, as compared with 219,200 tons for the similar period of last year.

Freight rates remain without any material alteration on those ruling on April 4.

AUSTRALIAN PREFERENCE ON CANADIAN TEXTILE GLOVES

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, May 2, 1928.—Under the Canadian-Australian trade agreement which went into force on October 1, 1925, Canadian gloves made of textile (other than rubber) were admitted into Australia at the British preferential rate of 10 per cent as against 25 per cent on those of other origin, thus according a preference of 15 per cent to the British and Canadian product.

In the tariff amendments which went into operation on November 25 last the duty on the British product was reduced from 10 per cent to free entry, the general tariff remaining the same at 25 per cent. To relieve the doubt of some Canadian glove manufacturers as to their position under the amendment, a decision has been obtained from the Commonwealth Department of Trade and Customs to the effect that gloves of textile when of Canadian origin, and shipped direct from the Dominion, are entitled to entry free of duty in accordance with the reduction on the British product. The preference now extended to textile gloves made in the United Kingdom and Canada is therefore the substantial one of 25 per cent.

The increased benefit to Canadian textile gloves will no doubt induce Dominion manufacturers to take a more active interest in catering for the Australian demand, which is large. During the fiscal year ended June 30, 1927, the latest for which statistics are available, the total imports of gloves (other than rubber) were valued at £424,614, of which Germany supplied £236,588; Canada, £48,764; the United Kingdom, £47,012; France, £39,296; the United States, £25,216; and Czechoslovakia, £10,102.

Under the original preference of 10 per cent the Canadian exports to Australia increased by the substantial sum of £22,999 in 1926-27 in comparison with the previous year, hence the increased preference now enjoyed should be reflected in much larger gains when the figures of the current year are made available.

IMPORTS INTO NEW ZEALAND FROM CANADA

TRADE COMMISSIONER C. M. CROFT

Auckland, May 7, 1928.—Imports from Canada into New Zealand for the quarter ended March 31, 1927, were valued at £823,182 (\$4,115,910) against £635,530 (\$3,177,650), a decrease of £97,652 (\$938,260). The principal decreases are observed in passenger vehicles; iron and steel bar, bolt and rod; chasses for lorries, trucks, vans and buses; fish potted and preserved; materials and parts for motor vehicles; newsprint; lorries, trucks, vans and buses; metal-working machinery; electrical appliances, etc.; while some of the more important increases took place in motor tires, wheat flour, and hosiery.

The following statement summarizes the principal increases and decreases:

Increases.—Flour, wheaten, £16,266; hosiery, £4,473; apparel and ready-made clothing n.e.i., £2,404; gum boots, £4,144; carpets, mats, floor rugs, etc., £3,194; belting other than leather, £3,962; plaster of Paris, £2,163; tires for motor vehicles, £54,346.

Decreases.—Fish potted and preserved, £14,858; iron and steel—bar, bolt, and rod, £38,834; pipes, wrought, 6 inches and under, £3,741; nails, 1 inch and under, £5,069; iron wire n.e.i., £7,295; hardware, hollow-ware, and ironmongery, £3,440; agricultural implements n.e.i., £4,082; electrical appliances n.e.i., £8,227; metal-working machinery, £9,126;

rough sawn Douglas fir, £5,699; sawn dressed Douglas fir, £4,749; newsprint, £13,408; writing paper over standard size, £4,544; passenger vehicles, £61,905; lorries, trucks, vans, and buses, £13,336; chassis for, £25,330; materials and parts for motor vehicles, £13,469; pianos, £3,267.

A table giving full details of the imports into New Zealand from Canada for the three months ended March, 1928, together with the articles affected by, and the values of the Canadian preferences, have been submitted by Mr. C. M. Croft. Copies are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application.

The imports into New Zealand from all countries for the period under review were valued at £11,632,290, a drop of £363,589 as compared with the quarter ended March, 1927.

EXPERIMENTS WITH CONTAINERS FOR NEW ZEALAND BUTTER AND CHEESE

ASSISTANT TRADE COMMISSIONER PAUL SYKES

Auckland, May 4, 1928.—The national importance of New Zealand's export trade in dairy products, chiefly butter and cheese, and the distance over which these perishable goods must be carried to the United Kingdom market, has led to frequent experiments in methods of preparation and packing. Coincident with the progress in methods of manufacture adopted by dairy factories is the attempt to produce a container which, in addition to refrigeration, will enable the carriage of butter and cheese to be made in ideal conditions.

The most common practice adopted by New Zealand dairy factories in the packing of export shipments has been to use wooden boxes as containers for butter and wooden crates as protection for cheeses. Butter boxes, moreover, are preferably made from light strong wood of light colour and of a quality which will have no effect on the flavour of the contents. The danger of butter flavour becoming affected by particular types of wood, in fact, has led to distinct preferences in varieties employed for the purpose and the disinclination of manufacturers to use otherwise serviceable kinds from which any damage to flavour is possible. Preferences in the case of wood used in cheese crates are less marked, the features of strength and cost being of outstanding importance.

THE VACUUM TIN CONTAINER

Considerable interest has already been aroused throughout the dairying community in New Zealand by the establishment of a plant for the manufacture and packing of cheese in vacuum tin containers and the consignment to London of a considerable shipment of butter and cheese packed in this comparatively new method. It is proposed by those interested in the project, moreover, to substitute such containers for the wooden boxes hitherto used for export shipments of butter and cheese and revolutionize by this means the methods of packing now generally adopted. One plant for the manufacture of such containers has been erected in the Taranaki district during the past year, from which a trial shipment is at the present time on its way to the London market, where the possibilities of the process will be finally decided.

The matter of establishing a new standard of packing for export shipments of dairy produce is of interest to Canadian exporters of box shooks, whose local market, should present experiments prove successful, would be seriously affected. Potential threats to the continued sale of Canadian-made shooks for butter boxes have already been offered by experiments with veneer boxes with batten reinforcing, but these appear unlikely to be accepted by the trade as giving sufficient protection to contents. This and similar efforts to supplant the use of ordinary wooden boxes and crates have to date been received with only casual

interest by the dairy factories. The advent of the vacuum process, however, appears capable of effecting an appreciable disturbance in the box shook market.

The more important elements in the situation appear to be the comparative cost of vacuum tin packing as compared with wooden boxes or crates, the effect on the quality of contents, and the reception which any such alteration in established practice will receive from the United Kingdom produce trade. It has been estimated that the use of vacuum tin cheese containers will necessitate an increase in cost of packing of almost 100 per cent. A crate such as is now used to hold two cheeses costs approximately 75 cents, whereas tin containers for individual cheese will probably be supplied for not less than 60 cents apiece. The original comparison of costs would appear to have a deterring effect on the introduction of the new method.

The general hesitancy to adopt any new method of packing by purchasers of dairy produce, however, will probably prove the most serious obstacle to the introduction to the present project. To this will be added the firm impression, expressed by many experts, that practically all recent experiments along similar lines have proved either of little value or have been fraught with elements which would be harmful to the continuance of sound and satisfactory business.

Altogether the possibility of tin containers supplanting wooden boxes and crates as packing for dairy produce and thus eliminating one of Canada's markets for box shook does not yet appear to warrant serious apprehension.

NEW ZEALAND ELECTRICAL SUPPLY AND WIRING REGULATIONS

In connection with occasional requests for information regarding the New Zealand market for electrical equipment and reports published in the *Commercial Intelligence Journal* on the same subject, it may be noted by Canadian manufacturers of these goods that a copy of the latest official regulations governing electrical supply and electrical wiring in New Zealand has been received and is on file at the Department of Trade and Commerce, Ottawa.

The regulations set out all details to be observed in the installation of electric supply services and those governing the installation of wiring systems as well as the particular types and quality of equipment which may be sold or used throughout the Dominion. In view of the wide variations between the uses of electric power in Canada and New Zealand and the unsuitability of many Canadian types of electric apparatus for the New Zealand market, it is recommended that the regulations referred to be consulted before the preparation of catalogues or samples for distribution in the New Zealand market.

"TRADING WITH COLOMBIA AND VENEZUELA": NEW PUBLICATION

The series of reports on Colombia and Venezuela which has recently appeared in the *Commercial Intelligence Journal*, by Mr. James Cormack, Canadian Trade Commissioner in Cuba, is being printed as a pamphlet. This pamphlet will be sent free to subscribers to the *Commercial Intelligence Journal*, but only on special application being made to the Department of Trade and Commerce, Ottawa. The price to other than subscribers to the *Commercial Intelligence Journal* is 25 cents. The pamphlet extends to 44 pages and is indexed.

CHILLED AND FROZEN MEAT TRADE IN 1927

TRADE COMMISSIONER HARRISON WATSON

London, May 17, 1928.—According to the annual report just issued by Messrs. W. Weddel & Co., Ltd., the imported meat trade of the United Kingdom provided very few satisfactory features during 1927, although the outlook was somewhat better at the end than at the beginning.

As in every other branch of trade, the aftermath of the coal strike still hung over the market. Consequently, the larger supplies of chilled and frozen meat which were shipped to the United Kingdom as the result of increased production in the chief countries of supply encountered decreased spending power and a falling-off in demand until the accumulated stocks of both imported and home-grown beef, mutton, and pork forced down prices to a level which entailed considerable losses.

Although, as the result of recovery which took place towards the end of the year, the average decline in meat prices was only from $\frac{1}{8}$ d. to $\frac{1}{2}$ d. per pound below those of 1926, very much lower prices ruled at particular times. Moreover, as the period of lowest prices coincided with that of heaviest consumption, the actual return to producers was even less than the average figures would indicate. Compared with 1913, the mean prices of frozen and chilled meat in 1927 were only 26 per cent higher.

Importations of frozen and chilled meat into the United Kingdom during 1927 amounted to 946,776 tons, as compared with 930,035 tons in 1926—an increase of 1.8 per cent. Chilled beef shows an advance of 36,692 tons, and frozen beef a decrease of 29,336 tons, so that in weight the imports of beef were very little heavier. Upon the other hand, imports of lamb constituted a record, the total (9,611,170 carcasses) being 16 per cent greater than in 1926.

According to statistics collected by Messrs. Weddel & Co., Ltd., the world's export output of frozen and chilled meat during 1927 aggregated 1,256,900 tons, a further increase on the 1,198,600 tons of 1926. Whereas, however, the total supplies of beef, mutton and lamb from the British Dominions amounted to 252,500 tons in 1927, foreign countries contributed 1,004,400 tons, of which exactly 1,000,000 tons were produced in South America. Although South American production has been mainly centred on beef—the output of which has increased from 558,000 tons in 1918 to 864,500 tons in 1927—steady progress is taking place in mutton and lamb production, which has grown from 74,900 tons in 1919 to 135,500 tons in 1927.

As regards Empire supplies, the chief sources in 1927 were Australia (60,100 tons of beef and 25,600 tons of mutton and lamb), and New Zealand (21,000 tons of beef and 139,500 tons of mutton and lamb).

The total consumption of meat in the United Kingdom in 1927 is estimated at 2,048,645 tons. Of this, it is calculated that 54.8 per cent was home-grown. Pork and bacon are not included in this estimate.

Messrs. Weddel & Co., Ltd., make special reference to the gradual change which is taking place in the public demand for meat. Most households require smaller joints than formerly, and as the supply of small carcasses is not sufficient, it frequently happens that lightweight second and third quality meat commands higher prices than prime heavyweight. At the same time, there is a more decided tendency to favour those cuts which are easy to cook, such as steaks, chops, and small legs and shoulders, with the result that they fetch prices which are out of all proportion to the value of the whole carcass. This change in the public taste, which becomes more marked every year, is said to be exercising a profound effect upon the meat trade. To meet the new conditions, breeders, stockraisers and distributors will be obliged to alter their methods. Small-sized, early maturing animals will have to replace the present types, and some means

other than those followed at present will have to be devised for dealing with the coarser parts of the carcass. To a small extent the Argentine growers are meeting the situation by fattening up young steers from the time the calves are able to eat, and killing them at the age of twelve to eighteen months. The product of these young animals, which goes by the name of "baby beef," secures a ready sale on this market at top prices.

The demand for imported meat in the various Continental countries received a further slight setback last year, chiefly owing to increased supplies and the low price of fresh-killed meat. The total shipments to Continental destinations during 1927 amounted to 300,565 tons, as compared with 316,800 tons in 1926. The decrease related solely to Australasian meat, South American shipments to the Continent having actually registered an increase.

Notes on Various Sources of Supply

UNITED KINGDOM

According to the official estimate made by the Ministry of Agriculture in June last, the number of cattle in the United Kingdom (including the Irish Free State) was 12,243,441 head, as compared with 12,083,300 in June, 1926. Sheep at the same date were returned at 28,307,413, against 27,684,400 in 1926.

The review states that 1927 was one of the most unsatisfactory years ever experienced by British stockraisers. Breeders appear to have suffered less than the feeders, partly because of the big reduction in imports of Canadian store cattle, but even breeding stock fell heavily in value.

Messrs. Weddel & Co., Ltd., state that a good deal of the trouble is due to the fact that not enough attention is paid by breeders and graziers to quality. It is obvious that if British farmers continue to produce meat which is inferior in quality to the bulk of the meat which arrives from overseas, and is at the same time irregular or unsuitable in weight, they can have little cause to complain at the prices realized.

AUSTRALIA

The number of livestock in Australia, according to the latest official returns, is estimated at 12,188,165 head of cattle and 102,757,787 sheep, as compared with 12,704,954 cattle and 93,221,860 sheep in 1926. Weather conditions during 1927 were disappointing, more particularly in New South Wales and Victoria.

The report states that an unsuccessful attempt was made to establish an organization to take the place of the defunct Australian Meat Council, and a still further attempt is now under consideration. It is generally agreed that relief, particularly to cattle growers, should first be looked for in reduced production, transit, and treatment costs in Australia.

NEW ZEALAND

In New Zealand a record was established in 1927 in the number of lambs killed for export, the total being 5,337,854 carcasses, or 337,264 more than in the preceding season. The greater capacity for carrying and fattening stock has been made possible chiefly by the use of artificial manure for the top dressing of pastures.

The sheep census taken in April, 1927, again shows a substantial increase, the total number returned being 25,649,016 against 24,904,993 in 1926. Cattle, on the other hand, decreased from 3,452,486 in 1926 to 3,241,630.

CANADA

Messrs. W. Weddel & Co., Ltd., point out that, in contrast to the situation in England, the livestock business in Canada is enjoying a period of prosperity.

Except for the few thousand head of cattle shipped to this country in the early part of the year, good prices were obtainable, both in the home market and from United States buyers, for cattle and sheep throughout the whole year. Exports of frozen meat to the United Kingdom amounted to 260 tons, against 1,570 tons in 1926. Shipments of live cattle to Great Britain totalled only 8,263 head, as compared with 79,985 head in the previous year.

SOUTH AFRICA

For the second year in succession, South Africa suffered from a deficiency of rainfall, with the result that the export of beef during 1927 was reduced. Shipments of beef amounted to 6,044 tons, as compared with 15,184 tons in 1926.

At present it would appear that the local demand absorbs practically the whole of the prime meat produced in the Union, and that the surplus available for export consists chiefly of Continental-quality meat, which is unsuitable for the British market.

ARGENTINE

The long sequence of good seasons enjoyed by Argentine producers in recent years was to some extent broken in 1927 by a dry spell in September and October. As a result the average quality of the meat exported was lower than in the preceding year, as evidenced by the lower average weight of the quarters.

No up-to-date census of the live stock in the Republic is available. The latest official estimate records 30,000,000 cattle and 35,000,000 sheep, but the actual figures must be considerably higher.

In October new Government decrees were issued greatly increasing the stringency of the veterinary inspection regulations, and still further increasing the already strict sanitary precautions in the handling of cattle and meat.

FUTURE PROSPECTS

As regards the future, the report anticipates no reduction in supplies of home-killed meat. Increased shipments are also expected from Australia and New Zealand, but to offset this, the volume of first-quality beef from the Argentine may be somewhat smaller than last year.

While the improvement which is expected in the general trade of the United Kingdom will probably be followed by a heavier consumption of meat, Continental imports are likely to be on a smaller scale, owing to the rehabilitation of domestic herds.

Upon the whole, a good general trade seems to be assured at prices not varying widely from those of last year.

TRADE OF THE SOUTH WALES PORTS

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, May 22, 1928.—The Great Western Railway is the greatest dock-owning corporation of its kind in the world. It controls all the South Wales ports, including Cardiff, Swansea, Newport, Barry, Port Talbot, Penarth, and Llanelly. These ports act as valuable feeders to the railway quite aside from their strategic importance as distributive centres for the Midlands. The owners are working vigorously to increase the general imports and exports for general merchandise, quite aside from the enormous coal and tinplate trade which is handled through Cardiff and Swansea.

The serious decline in trade following the depression of 1926 was slightly checked during the past year and there has been a steady though slow improvement during the twelve months. The Great Western Railway regard with satis-

faction that the upward movement is gradual and consider this the best augury for its continuance. Previous experience has shown that sudden trade booms are usually followed by a sharp swing of the pendulum.

General trade figures will not be given in this report; it is sufficient to say that the volume of semi-manufactured iron and steel, timber and deals, and oil have shown a substantial increase. Separate figures showing trade with Canada are difficult to obtain, but are given where possible.

CARDIFF

The population of Cardiff is roughly 250,000. In so far as Canadian trade is concerned, the importation of store cattle was progressing favourably until the Canadian market was invaded by United States buyers which has had the effect of shutting off for the time being the United Kingdom from Canadian supplies. It is an excellent port for handling this trade and upon its resumption special attention will be paid towards using the port of Cardiff as a distributive centre. During 1927, the South Wales and Monmouthshire Cattle Importers Association Limited was formed purely for the purpose of importing Canadian store cattle, but its operations have had to rest in abeyance until conditions change.

Considerable quantities of grain are imported at Cardiff; there are large mills and granaries, including those of Messrs. Spillers Milling and Associated Industries Limited, situated at the docks. The Canadian apple trade has shown increased activity and a new fruit exchange was opened about three months ago.

This port is becoming increasingly independent of London, Liverpool and Bristol, and many new brokerage firms have come into existence. The Canadian National Steamship Service have done a great deal to facilitate direct trading with Canada.

Canadian imports into Cardiff in 1927 (in tons) included: grain and flour, 64,162; timber, 2,891; sugar, 2,524; lard, 2,090; cheese, 1,623; canned goods, 381; hay, 2,760 tons. Exports were as follow: coal, 19,570; tinplates, 93 tons; blackplates and galvanized sheets, 557; general merchandise, 697 tons.

Despite the fact that great port millers are located in this area, Canadian flour is imported in considerable quantities; out of a total of 5,016 tons imported during 1927, Canadian shipments totalled 1,255 tons. Canadian woodenware, such as broom handles and clothes pegs, hold a small but steady place in the trade. During May of this year several carloads of clothes pegs have been ordered for direct shipment to this port from Canada.

SWANSEA AND OTHER PORTS

Swansea is the centre of the South Wales tinplate industry, and Welsh plates have an excellent reputation throughout the world. There are great anthracite fields in the immediate neighbourhood of Swansea, and in this connection a most substantial trade has been built up with Canada. The population of the city is 161,000, and whilst not so important as a distributive centre for Canadian products, its place is only secondary to that of Cardiff.

Imports from Canada in 1927 totalled 50,380 tons, itemized as follows: copper matte, 24,873 tons; grain and flour, 18,376; timber, 3,510; sugar, 2,399; lard, 354; cheese, 200; pitch, 262; canned goods, 211; zinc dross, 81; evaporated milk, 67; hay, 47 tons. Exports totalled 452,159 tons, distributed as follows: coal, 424,421 tons; tinplates, 21,828; blackplates and galvanized sheets, 4,441; steel tubes, etc., 639; general merchandise, 830 tons.

From the above will be seen the important part in its trade with Canada held by the shipment of anthracite coal.

GENERAL TRADE OF SWANSEA

Comparative figures for the calendar years 1925, 1926, and 1927 show this port to be definitely increasing its trade. The figures are as follows:—

Imports	1925 Tons	1926 Tons	1927 Tons
Iron ore	50,244	1,838	5,175
Copper and other ores	118,223	73,475	94,611
Iron and steel	108,649	177,120	231,761
Timber and deals	40,270	32,113	40,492
Pitwood and mining timber	85,920	36,418	84,462
Grain and flour	94,831	90,953	100,930
Oil	1,038,397	1,102,757	1,345,848
General merchandise	134,467	128,262	136,141
Building sand	26,465	23,214	30,262
Coal . . . . .	.....	242,568	16,485
	1,697,466	1,908,718	2,086,167

SOUTH WALES COAL TRADE

Prosperity or depression in South Wales is measured by conditions in the coal trade. The following comparative figures have been furnished by the Cardiff Chamber of Commerce:—

	1913 Tons	1925 Tons	1927 Tons
Total output of coal in South Wales	56,830,072	44,629,522	47,070,317*
Average annual output per person employed at British collieries	256	219	256*
Average number of persons employed; South Wales collieries	233,134	211,254	187,004*
Average annual output per person employed at South Wales collieries	243	211	252*
Coal shipments (foreign) from—			
Bristol channel	29,875,916	21,453,714	22,592,482
Port of Cardiff (exclusive of bunkers)	19,282,496	12,762,285	13,921,007
Coal shipments (coastwise) from Port of Cardiff	3,036,604	905,568	798,636
Bunkers shipped at Port of Cardiff in foreign going steamers	3,292,076	2,246,555	2,613,457

* Estimated figures.

From the above selected figures it will be seen that although the output of Welsh coal exceeded that of 1925, South Wales, in common with other coal-producing areas, experienced a most difficult year.

World-wide over-production caused available supplies to be greatly in excess of demand. The result was distressing poverty among the population and serious financial losses on the part of the coal owners.

Consumers' requirements for British coal were reduced by the following factors: (1) a general slackness of industry; (2) the more economic use of coal; (3) the expansion and development in the use of oil and hydro-electric power; (4) owing to the nine-months' coal strike buyers were compelled to enter into long-period contracts with foreign coal producers.

CANADIAN TRADE IN WELSH ANTHRACITE

Exports from the United Kingdom of anthracite coal to Canada of recent years are as follows (in long tons): 1923, 158,739; 1924, 219,327; 1925, 438,841; 1926, 106,015; 1927, 683,140.

THE TIMBER TRADE

The South Wales timber trade during the past year was disappointing to merchants, and the present is not one of high hopes.

Last season opened with stocks light and prices rising. After a fairly good six months the trade fell away and the balance of the year was chaotic with a congestion of supplies. The quantity of timber imported into South Wales

ports was 279,053 tons, an increase over the strike year. Of this amount 180,185 tons were imported at the port of Cardiff as compared with 155,723 tons in 1926 and 153,954 tons in 1925.

GRAIN AND FLOUR TRADE

The tonnages of grain and flour imported into South Wales ports are unfortunately not separately entered in the returns. However, earlier in this report figures are given which indicate that Canadian milling interests are achieving good results in this area.

Imports amounted to 481,236 tons against 434,430 tons in 1926 and 424,426 tons in 1925. Exports totalled 87,329 tons against 96,626 tons in 1926 and 123,293 tons in 1925.

The figures for the several docks were as follows:—

Imports	1925 Tons	1926 Tons	1927 Tons
Cardiff	249,682	230,933	260,766
Barry	76,102	109,167	116,558
Newport	3,811	3,377	2,982
Swansea	94,831	90,853	100,930

SHIPPING INDUSTRY

The Cardiff Incorporated Chamber of Commerce comments in the annual report of the chamber as follows:—

Conditions in the shipping industry in 1927 were more favourable than those experienced in 1925, the last normal year. Whilst the protracted depression of past years did not completely disappear, more stable employment was available and the volume of laid-up tonnage was reduced considerably. The general level of freights in 1927 was somewhat higher than prior to the strike in 1926. Nevertheless, receipts received from shipping in proportion to expenses incurred were still far from satisfactory.

The most disappointing feature of the year from the bulk cargo carrier's point of view was the failure of the anticipated increase in the overseas demand for coal. Hopes that 1927 would be notable for increased exports of British coal were not realized. As a result coal freights declined and remained at a relatively low level. Collier and smaller tonnage engaged principally in the carriage of coal again experienced most depressing conditions.

The depressed state of outward chartering was offset, in so far as deep-sea tonnage was concerned, by a demand for grain boats to the United Kingdom and the Continent. Freights for the larger tonnage reacted beneficially and maintained a higher level than in recent years.

The year witnessed an increase in the number of South Wales shipping firms and the purchase of new tonnage by Cardiff owners. Since the end of the coal strike in 1926, forty-one new ships, of approximately 341,000 tons deadweight capacity, were contracted for by Cardiff firms.

TRADE CONCESSIONS OFFERED AT SOUTH WALES PORTS

The Great Western Railway have just issued a brochure tabulating the more important special concessions granted traders with the object of encouraging the development of the coal, iron and steel, general cargo trades, and the ship repairing industry. Copies of this brochure have been forwarded to the Department of Trade and Commerce, Ottawa, and may be obtained upon application. At the time of the amalgamation of the South Wales ports in 1922, tonnage rates on vessels and dock rates on goods (wharfage) were 150 per cent above the pre-war charge. These have been reduced gradually, and now are 60 per cent above pre-war.

NEAREST UNITED KINGDOM PORTS TO CANADA

Geographically, no seaboard on the British Isles can offer any advantage over the Bristol Channel ports. As economic distributing ports they are well worth the close consideration of Canadian exporters. Within a radius of 50 miles of Cardiff there is a population of four millions, and ten millions within a radius of 100 miles. The weakness of the ports as a whole is their number. Were all the ports of the Bristol Channel (including Bristol) combined into one great centre, they would prove a formidable rival to London and Liverpool.

FLEECE-LINED UNDERWEAR IN THE WEST OF ENGLAND

ASSISTANT TRADE COMMISSIONER LESTER S. GLASS

Bristol, May 23, 1928.—Although the season is now past in which dealers place their orders for the next fall and winter, there is a present opportunity for Canadian manufacturers to get in touch with agents. Fleece-lined underwear is used to a considerable extent on this market, although it is true that trade has dropped off somewhat during the last eighteen months or two years. This is due in a considerable measure to the decreased purchasing power of miners and labourers, who represent the major part of the buying public in this particular commodity.

Competition is fairly widespread; in addition to domestic supplies, shipments are received from the Continent and the United States. English types are the lightest and cheapest, German and Continental fill the intermediate place, while Canadian and American are considered the highest quality. A new competitor, however, is rapidly gaining ground. The Japanese are sending over a garment of very good quality, well finished, and weighing 12 pounds to the dozen. These garments cost c.i.f. 23s. 9d. (\$5.77) per dozen. As yet they are not widely known, but should obtain in the near future a fair portion of the trade.

A few Canadian knitting mills have been quite successful in their dealings on this market. Manufacturers, however, should pay particular attention to the necessity of placing samples in the hands of their representatives early with the terms stipulated by the latter. A month's delay may make it almost impossible to approach the trade.

There are two styles of garments used, or rather two styles of shirts: one with the short sleeve coming to the elbow and the other with the full sleeve coming to the wrist. The weight should be approximately 10 to 12 pounds to the dozen, varying according to the size. It is considered quite satisfactory if the drawers are slightly lighter than the shirts, and may run from 9 to 11 pounds to the dozen. In the past there has been some criticism as to the colour of the finished article. This has now been removed by those firms already on this market, and should be a point of careful attention for new exporters.

There should be no pink shades, preference being given to a cream or pale buff. Another point which in Canada is not regarded as important, but which in the West of England may decide whether or not the article will sell, is the style of trimming used. At one time a broad band of buff cotton was used to face the button holes and eyelets. This was distinctly unpopular, and to-day Canadian supplies are coming in with the small edges only, all this material showing on the outside, a backing being used instead of a facing. Buttons should be sufficiently large to ensure that they will not pull through the button holes. They should also be a good pearl rather than metal-covered.

Some shirts have a marked tendency to roll at the bottom, and this is absolutely certain to kill their chances of success in this area. In one garment sold in this market this is avoided by tapering the garment for about 8 inches from the bottom, thus ensuring a close, snug fit. Others employ 4 inches of stocking weave. Instead of merely feather-stitching on the raw edges of material, it is desirable to hemstitch with about $\frac{3}{4}$ -inch edge.

Some garments which have been seen show on the fleece some distinct marks of the teeth through the knitting; these have very little sale.

Little fluctuation is shown in prices. Canadian firms offering a garment compatible with the above description at 25s. (\$6.07) to 27s. (\$6.56) per dozen should find no difficulty in its disposal. Since 1926 prices have dropped only 12 cents per dozen.

PACKING

Cardboard or box packing is preferred to the paper parcel. Men's fleeced-lined underwear usually come in cases containing about 40 dozen, but they should not contain garments of one size only. A convenient composite packing may include one dozen size 34, two dozen size 36, two dozen size 38, and one dozen size 40, to each half-gross. The individual parcel or box will, of course, be of one size.

MANUFACTURERS AGENTS' METHODS OF BUSINESS

Agents generally have their goods invoiced direct to the wholesale house from the manufacturer, sales commissions being paid the agent at stated intervals. At the present time the Bristol office is in touch with a firm who are very desirous to secure representation for a good Canadian manufacturer. Samples and c.i.f. quotations should be sent to this office and will be brought to the attention of the interested firm. (See Trade Inquiry No. 463 on page 869 of this issue.)

AGRICULTURAL MACHINERY IN THE IRISH FREE STATE

TRADE COMMISSIONER F. W. FRASER

Dublin, May 17, 1928.—Reports from distributors of agricultural machinery in the Irish Free State indicate that trade is quiet, and sales are not easy to effect. This situation, it is stated, is due largely to the fact that during the war the Irish farmers experienced an unprecedented period of prosperity, tillage farming was increased, and the area under crops (excluding hay) rose from 1,735,354 acres in 1916 to 2,382,776 acres in 1918. Money was plentiful, and during the prosperous period large numbers of agricultural machines of all kinds were imported into the country. With the decline in prices of farm produce following the war, tillage farming became less attractive, and a marked decrease took place in the total area under crop (excluding hay) until in 1927 only 1,488,050 acres were planted. The net result so far as agricultural machinery is concerned is that to-day the country is well supplied and in some instances over-supplied with the heavier types.

IMPORTS

No separate figures are available for importation prior to 1924. During that year imports were valued at £198,542, made up as follows: mowers, reapers and binders (793), £19,885; lawn mowers (3,131), £13,087; ploughs (1,280), £8,704; horse rakes and hay sweeps (1,016), £7,612; agricultural tractors (149), £17,411; and "other sorts," £131,843. Items under the caption "other sorts" include harrows, manure distributors, potato sprayers, threshers, winnowers, hay and straw elevators, hay and straw balers, and corn crushers, etc.

The following table shows imports of various types during the years 1926 and 1927.

AGRICULTURAL MACHINES IMPORTED INTO SAORSTAT EIREANN DURING THE CALENDAR
YEAR 1926 AND 1927

	1926		1927	
	No.	Value	No.	Value
Horse rakes and hay sweeps	542	£ 6,058	685	£ 7,873
Lawn mowers	1,836	9,759	1,888	10,352
Mowers, reapers and binders	1,264	28,916	1,801	37,327
Ploughs	1,046	7,289	1,236	8,945
Tractors, agricultural	102	10,869	109	10,039
Other sorts, including parts . . . . .	...	130,098	...	127,569
Total		£182,120		£202,105

ORIGIN OF IMPORTS

The trade returns compiled by the Statistics Branch of the Department of Industry and Commerce show Great Britain as the principal supplier of agricultural machinery. These figures, however, can hardly be relied on to show the correct situation as regards country of origin, as no attempt is made to trace imports back further than the country of consignment. While Great Britain probably supplies a larger share than any other country, both Canadian and American machines are in evidence, but their identity is lost, so far as the trade statistics are concerned, by virtue of the fact that they are supplied largely from stocks held in Great Britain and are shown as having been imported from that country.

To obtain a correct idea of the requirements of the Irish Free State farmer, it is advisable to take into consideration the size of the average farm. A valuable and interesting report compiled by the Department of Industry and Commerce gives some most interesting data on this point. The report states that of the 12,225,735 acres of land under crops and pasture, 23.4 per cent is comprised in holdings under 30 acres in extent; 17.3 per cent from 30 to 50 acres; 24.3 per cent from 50 to 100 acres; 19 per cent from 100 to 200 acres; 11.7 per cent from 200 to 500 acres; and only 4.3 per cent over 500 acres. The report goes on to an analysis of the areas ploughed on various sizes of holdings, and to a comparison of the proportion of land placed under the plough on small holdings as compared with larger holdings. For the purpose of this report, however, it is sufficient to point out that 65 per cent of the agricultural holdings in the Irish Free State are comprised in farms of less than 100 acres in extent.

TRADE OF THE IRISH FREE STATE, JANUARY TO MARCH

K. M. DOWLING, OFFICE OF THE TRADE COMMISSIONER

Dublin, May 24, 1928.—The trade statistics published by the Statistics Branch of the Irish Free State Department of Industry and Commerce for the three months ended March 31, 1928, show a decline in imports, an increase in exports, and a corresponding decrease in the adverse trade balance.

The decline in the value of imports was due to the fact that coal cost half a million less this year owing to the fall in prices as compared with those ruling last year immediately after the resumption of work in the mines. The increase in exports is remarkable, inasmuch as during seven weeks of the period under review the live stock traffic was to an extent disorganized by the restrictions necessitated by the outbreak of foot and mouth disease.

Imports into the Irish Free State for the first quarter of this year totalled £14,467,538, as compared with £14,762,411 for the corresponding 1927 period; exports, including re-exports, were valued at £9,138,019 against £8,894,195, so that the adverse trade balance for this quarter was £5,329,519 as compared with £5,868,216 for the same period of last year. For the year ended March 31, 1928, the adverse balance decreased by nearly three million pounds, the figure for 1928 being £14,703,000 as compared with £17,606,000 for 1927.

IMPORTS

Imports from Great Britain, Ireland's largest supplier, amounted to £10,003,598 as compared with £9,648,757 for the 1927 period. Imports from Northern Ireland decreased to £1,505,771 from £1,514,683, and from "Other Countries" to £2,958,169 from £3,598,971.

EXPORTS

Exports to Great Britain increased from £7,379,303 to £7,489,399, to Northern Ireland from £996,315 to £1,099,443, and to "Other Countries" from £346,628 to £385,929.

Details of the trade with "Other Countries" are shown in the following table:—

Value of the Trade with Some of the Principal "Other Countries"

Country	Imports		Exports	
	Jan-Mar., 1927	Jan-Mar., 1928	Jan-Mar., 1927	Jan-Mar., 1928
Total	£3,598,971	£2,958,169	£346,628	£385,929
United States	1,395,451	975,688	74,580	52,216
Argentina	581,056	636,505	1,373	1,909
Canada	256,658	261,341	12,402	15,799
Germany	417,236	317,161	89,067	40,421
Holland	176,267	132,358	20,623	20,556
Belgium	209,205	168,467	28,701	39,686
British India	6,506	246	22,663	26,714
Sweden	104,227	89,212	1,175	59
France	99,937	139,194	13,586	21,937
Australia	45,777	8,643	3,210	3,425
Czechoslovakia	40,980	12,108	.....	.....
Portugal	28,510	29,709	484	56
Spain	38,967	42,903	77	3,131
South Africa	150	151	3,085	6,394
Italy	31,186	15,998	37	5
Norway	15,150	19,764	4,904	10,381

RE-EXPORTS

Re-export figures are given as £163,248, as against £171,951 for 1927. Of this £163,248 re-exports to Great Britain were £111,878, and to Northern Ireland £44,687.

TRINIDAD FOODSTUFFS MARKET REVIEW

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, May 15, 1928.—*Flour*.—During the month of April the increased quotations on flour from Canada had the effect of strengthening local prices and merchants are now showing good profits on recent purchases both on hard and soft wheat grades. Retail prices ranged from \$8.75 for bakers' grade per bag (196 pounds) to \$7 for supers.

Pickled Beef and Pork.—Heavy arrivals of pickled beef caused the market to weaken, but in the case of pork stuffs, due to firmer c.i.f. quotations, local prices strengthened. Ruling prices for beef were around \$28 per barrel, while pork was at \$29.

Butter.—There would appear to be no new offerings of butter on the local market, and dealers are well stocked, consequently they are not in a hurry to buy at the ruling high levels.

Fish.—The market for fishstuffs at the present time appears to be good and small arrivals and limited offerings from Canada have greatly improved the tone of the market. Shipments of all grades of salted fish are at the present time strongly recommended. Prime white Nova Scotian cod commanded \$44 per drum.

Fresh Vegetables.—Egyptian onions have begun to arrive in large quantities together with early shipments from Madeira, with the result that prices have been considerably reduced. The potato market is heavily stocked at the present time with Canadian supplies and further offerings are being pressed on dealers at very low levels. Prices offered were \$2.50 to \$2.75 per 100 pounds.

LOCAL PRODUCE

Sugar.—The weather has continued seasonable during the past month, and as a result planters have been able to make satisfactory progress with the reap-

ing of the sugar cane crop. Several shipments of greys were made to Canada during the month of April and prices are being maintained.

Molasses.—No export sales of molasses have been reported, and clear vacuum pan quality will not be available in quantity for another two or three months.

Cocoa.—In the cocoa market the situation is very favourable, and prices have been more or less steadily maintained, with appearances from the United States decidedly in favour of an advance. The receipts of cocoa from the estates are still coming in and are expected to continue heavy for some weeks to come, but the yield in some of the more important producing districts will undoubtedly be considerably less than usual. Shipments during the month of April totalled 35,980 bags, of which 23,232 went to the United States and 2,520 to Canada.

The high winds and hot sunshine which have prevailed during April have been most favourable to the reaping of the sugar crop, but all cultivation is showing the need of moisture which is about due and will be a relief to agriculturists.

ECONOMIC SITUATION IN FRANCE

TRADE COMMISSIONER HERCULE BARRÉ

Paris, May 23, 1928.—The financial and economic situation of France continues to improve. The result of the general elections, which has been read as a mandate from the country to continue the Poincaré financial policy, has given buoyancy to industry and to other forms of national activity. The Bourse has developed quite a boom, all kinds of securities registering substantial gains. Colonial enterprises have been stimulated, and it is reported that foreign capital is looking for opportunities of investments in France. There is practically no unemployment.

TREASURY RECEIPTS

Receipts from all sources of general taxation for the first four months of the year amount to 12,104,177,000 francs, exceeding by 193,991,100 francs the receipts of the corresponding period of 1927, and by 815,931,400 francs the budget estimates for the same months. The above total does not include the yield of certain taxes which have been ear-marked for the Autonomous Debt Redemption Fund.

FUNDING LOAN

The 75-year 5 per cent Conversion Loan issued by the Government early this month of May has proved a great success. The lists had to be closed prematurely, on the cash subscriptions (apart from conversion acceptances) reaching ten billion francs (\$400,000,000), which was the maximum amount the Minister of Finance could use with advantage at this time. The lists remain open a little longer to give holders of various types of short-term bonds a further opportunity of changing their script for the new bonds, or else being repaid in full within a relatively short period. In spite of the withdrawal of this large sum from the market, all past Government issues and nearly all railway, industrial, banking, and colonial issues have made substantial advances.

Since the beginning of the year the Bank of France has made large imports of gold from the United States, the value of which is estimated at \$200,000,000.

RAILWAY RECEIPTS AND TRAFFIC

The total receipts of the seven railway systems, from January 1 to April 28, are given as 4,309,368,000 francs, exceeding by 266,836,000 francs, or 6.58

per cent over those of the corresponding period of last year. The number of freight cars loaded during the same period has shown a regular increase, week by week, over that of the same period of 1927.

CROPS

The only cloud on the horizon is the prospect of deficient crops—cereals, roots, vegetables, fruits, and grapes—owing to the persistent cold and bad weather of the last two months. In consequence, the likelihood is that France will largely increase her imports of foodstuffs towards the end of the summer and autumn. The unfavourable conditions referred to have been general over the major part of Europe.

STABILIZATION

The heavy imports of gold by the Bank of France, the vast improvement in national finances, the success of the recent loan, the conversion or redemption of most of the floating debt and short-term loans, the large reductions of the Treasury overdraft at the Bank of France, the steadily increasing yield of taxation, the satisfactory labour situation, and the easier political situation, are factors pointing to an early stabilization of the franc around its present quotation.

TRADING WITH BRAZIL*

III

Consolidating and Increasing Sales

This section refers to matters on which general sales experience in the home market, if applied with discrimination and with some knowledge of conditions in Brazil, will be of vital assistance and will generally dictate the answer to problems as they arise.

SELECTION OF AN AGENT

The basis of any good sales policy is the selection of a good agent in the first place. It has often been demonstrated, particularly in Brazil, that six months spent in thoroughly investigating, as a preliminary, all agency prospects is time saved. A break in the continuity of the sales effort through changing the agent as a result of the development of any weakness on his part which might have been foreseen by rigorous investigation in the first place may mean a serious rupture of business contacts.

ADVERTISING

Very few manufacturers have been able to secure a place on the home market without advertising. Yet advertising is more necessary in foreign markets than in the domestic, where the calls of highly trained and experienced salesmen are usually a part of the manufacturer's selling scheme, and are aided and supplemented by lower freight charges and by protective duties.

Many manufacturers, however, in approaching foreign markets, neglect the most important of all sales aids. In Brazil, where Canadians are late comers in the field, and British, American, German, and other Continental goods are strongly entrenched, it may be fatal to neglect the valuable aid that sound advertising can give. Of course on standard goods like codfish, meat, iron and steel, metals, and grain, the necessity is not so urgent, although it is desirable, but on trade-marked goods it is essential.

Advertising methods and facilities in Brazil are primitive, and the advantage of good copy well placed is not yet generally realized by the great

* The first of this series of reports—"Preliminary Survey of the Market"—was published in No. 1263 (April 14); and the second—"Establishing a Connection"—in No. 1264 (April 21).

majority of agents. Bad advertising methods usually obtain. Most of it is placed by brokers selling space on a 20-per-cent commission from the newspapers. Attractiveness of copy is treated as a secondary consideration. The type available is poor, and it is practically impossible to secure an attractive advertisement in the daily papers, unless the whole advertisement is prepared by hand, lettering included. Illustrations are nearly all line. American advertisements which appear to advantage in the States lose half their attraction in Brazil through bad type and poor illustrations. The best results have been obtained so far where the local manufacturer's agent draws up the advertisements, local advertising agencies having, with a few exceptions, not reached the stage where they can be successfully employed. Advertising practice is, however, slowly improving. Much could be done to increase Canadian sales by intelligent co-operation with the Canadian manufacturer's agent in Brazil and one of the few good advertising agencies.

For consumer advertising media, of first importance is the daily newspaper. There are several good newspapers in each of the principal cities of Brazil; and while their advertising is usually all bulked together, good copy properly placed should give results. The circulation is small as compared with a number of Canadian dailies, running from 35,000 to 70,000 in Sao Paulo and Rio cities, yet the prices are many times cheaper, and expert opinion in Brazil is that dollar for dollar results obtained are comparable to returns in North America. Practically all the foreign firms who are getting volume sales on trade-marked goods advertise in the daily papers. While 85 per cent of the people of Brazil cannot read, newspaper buyers as a class are receptive to advertising, and their influence as regards purchases is great with the non-literate.

There is not a great deal of bill-board publicity although street car advertising is largely employed. The street cars are run by a Canadian company. Only the people of very moderate means use them and most of these cannot read. Here the value of attractive illustrations telling their own story as a supplement to newspaper advertising. Distances are long and bored travellers turn to the display advertising for distraction.

Generally speaking, the great majority of the consuming public is hard to reach by advertising owing to illiteracy, and advertising to the retail trade, and through the retail to the consumer, by attractive counter posters with a minimum of text and attractive self-explanatory illustrations, make a most effective general appeal. In this connection, it is difficult to supply this ready-made from Canada, because the text must be in Portuguese and the duties on this class of material are almost prohibitive. Attractive lithographed illustrations on ordinary coated paper might be sent down, however, and mounted on cardboard backing and lettered in Brazil. By sending only the lithographs without the cardboard, a big saving is effected in duty.

REGIONAL EXPANSION

Apart from the normal expansion of business which should follow a properly applied and consistent sales effort, the market can be widened by regional expansion. Exporters are generally well advised to launch their selling campaign in Rio de Janeiro. Forty-five per cent of Brazil's 33,000,000 inhabitants are located within five hundred miles of the capital. This includes the prosperous and important city of Sao Paulo and its surrounding district, the most progressive in the country. Pernambuco, Bahia and Para in northern Brazil, with Port Alegre in southern Brazil, may be considered as separate markets, as these are reached from North America by water. Increased sales through regional expansion would normally be achieved by extending the selling connections to these markets gradually.

PROMPT REPLIES TO CORRESPONDENCE AND CABLES

Neglect of this important matter has resulted in many an agency being thrown up in disgust. When these cases are investigated it is usually found that the particular person who has charge of Brazilian business has been absent from Canada on a trip to some other country and the correspondence has been held pending his arrival. A letter takes about a month to go from a Canadian desk to a Brazilian desk. That means two months for an exchange of letters, so that a little neglect may delay matters very materially if not result in a lost opportunity. Conditions sometimes change rapidly in Brazil, and prompt attention to correspondence is absolutely necessary. In domestic business the long-distance telephone is available, but in dealing with a country many thousand miles away where the people have a different mental outlook and the possibilities of misunderstandings are consequently greater, accuracy and attention to detail are of first importance. It is advisable to read correspondence from Brazil very carefully and cover every point raised fully in the replies. Principals may think to avoid a difficult point by ignoring it. Failure to cover one point which may appear unimportant to the exporter, may hold up the Brazilian agent for several months and may be costly to the exporter. Special attention should be paid to shipping instructions and invoice requirements.

DESIRABILITY OF UTILIZING THE AGENT'S KNOWLEDGE OF LOCAL CONDITIONS

One of the most valuable services a good agent can render his principals is through reporting frequently on local conditions and marketing problems, including the activities of his competitors, new competition, and probable tariff changes. These reports should be utilized in formulating sales policy. (One big oil company in Brazil lagged behind its competitors for two years through the directorate failing to act on the agent's local conditions reports.) New methods are constantly being adopted, and the exporter must keep abreast of these. An effort should be made to cultivate an export mentality and visualize conditions in Brazil so that a sympathetic and intelligent interest can be taken in the agent's problems. It is fatal to let him feel that the exporter is only interested in profits and that the rest is his problem.

REASONABLE GENEROSITY IN THE TREATMENT OF THE AGENT

The agent's primary interest is in his bread and butter; he has his living to make. The argument which appeals most to him is the argument which shows him how he will make money; and it is his greatest inducement to sell. He should have the best prices and a reasonable commission. On most standard lines the commission is fixed by the custom of the market. On bulk goods like iron tubing it is $2\frac{1}{2}$ per cent; on articles like dried cod, 5 per cent; on flour, usually 10 cents per bag; on manufactured goods, from 5 to 10 per cent, depending on volume of sales possible and sales resistance or competition. In introducing new lines, or in selling lines for the first two or three years against established competition, anything less than 10 per cent would not stimulate business. It is useless to increase the commission by loading prices as the competition of American goods has to be met and the agent must have a competitive price. On the other hand, where there is little effective competition the agent, when given a free hand, is inclined to fix his resale price too high. The important point is that the exporter prospers as his agent prospers and the best way to stimulate sales is to make it profitable for the agent to sell the goods in increasing quantities.

THE VALUE OF FRIENDSHIP IN BRAZIL

The value of friendship in business and getting on a sound personal basis with the customer or agent is fully recognized in Canada in regard to domestic

trade. In Brazil where the personal touch, so far as the Canadian exporter is concerned, cannot be so intimate and is frequently impossible, good feeling and friendship are of particular importance. A Brazilian makes a good friend, and if he feels that the good feeling is mutual he will go to great lengths to protect that friendship. It is therefore very desirable for the manufacturer if possible to visit Brazil periodically and get to know his agent better. One successful exporter in New York spends three months each year in Brazil in order to keep himself thoroughly in touch with his agents. He has now established himself so well with them that he is considered a close family friend. Such a basis, apart from being very desirable in itself, is ideal for the establishment of mutual confidence and goodwill.

Unfortunately many Brazilians have become suspicious of the foreigner, the result chiefly of unfortunate experiences during the war; many shipments received during that period were not up to sample. The Brazilians while good friends are very sensitive to an injury or to anything that may (however mistakenly) look like one. Some of the difficulties arise from misunderstandings due to differences in temperament and custom. In these cases a sympathetic understanding of the local situation acts as a solvent. What is true of Brazilians is also true to a large degree of Anglo-Saxons long established in Brazil who have absorbed the mentality and atmosphere of the country. Friendship may be cultivated by manifesting a spirit of friendliness and goodwill in business correspondence—in a word, writing with something of fulness and intimacy as between close friends. Brazilians have remarked, "These Canadians say so little when they write". The ordinary curt business letter, which is often taken as a mark of efficiency in North America, may be gravely misread in Brazil. It will help in getting on a good personal basis with your agent to send him photographs of the factory and of the office and its personnel. Gifts of Canadian novelties from time to time are greatly appreciated. The bank should be invited to establish friendly relations with the agent. The Trade Commissioner will also be glad to establish friendly relations with him. All these things will help, and will be reflected in business, if the right man has been selected in the first place.

CO-OPERATION IN SALES METHODS, TECHNICAL SERVICE AND DELIVERIES

It is of great assistance to the agent to have the benefit of the exporter's sales experience in the home market, properly tempered by a recognition of the fact that the methods found successful at home may have to be modified in Brazil. Reports on experience in other markets are also useful, but it is not desirable to say, "We did so-and-so in South Africa and we should be able to do the same in Brazil"; but the experience in other markets may help to keep him in touch with new developments in the factory such as new designs or improvements in the commodity he is handling. It improves his morale to let him see that the exporter is keeping abreast of things. In this connection he should be protected in regard to changes in design and not loaded up with old models.

When the extent of the business warrants it, a technical man should be sent down for a period to put the agent thoroughly in touch with any commodity in the sale of which such experience is necessary.

Co-operation in regard to deliveries is also a great factor in increasing sales. One Canadian firm sent three shipments of flour on one boat instead of on three successive boats, and as a result lost their agent. Foreign firms have been known to raise their price on the agent when the home demand is especially good. This is bad export policy, and the agent to build sales must be protected on deliveries.

SALES PROTECTION IN THE AGENT'S TERRITORY

There is not much complaint on this ground, but sometimes goods arrive in the agent's territory through American indent houses. One firm interviewed

in Canada was doing business through a New York house with Brazil and were not aware of the destination of their goods. Fortunately, the agency was not an exclusive basis. But when an agency is established orders placed with indent houses should specify against shipment to Brazil.

CHANGING AGENTS

A change in agency should not be made without due and full consideration of all the facts. It is better to drop an agent altogether than to withhold confidence from him and work under strained relations. If unsatisfied, investigate. The Trade Commissioner is often called in to conduct such investigations and is always at the service of Canadian exporters.

CONCLUSION

The foregoing general suggestions for increasing sales, it is felt, if followed out will bring results, but it is realized that each firm has a separate sales problem which must be worked out individually. The main purpose is to make that policy flexible, to make it living, and to frame it and adapt with regard to the conditions in the Brazilian market.

WOOLLEN INDUSTRY IN JAPAN

ACTING TRADE COMMISSIONER RICHARD GREW

Kobe, May 8, 1928.—The Japanese woollen industry has made greater strides during 1927 than in any previous year in its history. According to present indications the time is not far distant when the total demand for low and medium quality textiles will be supplied by domestic manufacturers. In the last two years Japanese manufacturers have made rapid progress on the technical side of production, and, while the quality of the best Japanese cloths still is far below that of imported weaves, it is considerably better than what was manufactured in 1924 and 1925. The last several years have shown a marked decline in the percentage of domestic requirements filled by imported textiles and, as a corollary, a decided increase in the importation of raw wool. This is borne out by the figures contained in the following table showing the quantity and value of raw wool and wool tops imported into Japan for the last three years.

	<i>Tops</i>	
	Pounds	Yen
1925	11,454,735	33,891,434
1926	8,545,730	18,004,578
1927	5,965,975	11,529,894
	<i>Wool—Other Forms</i>	
1925	70,127,530	87,182,092
1926	73,045,870	68,019,582
1927	99,214,123	90,146,839

From postwar slump until the beginning of 1927, the Japanese woollen industry experienced difficult times. In the first place, Japanese mills were not able to make weaves to compete with imported articles of good quality. Also, they paid out all their earnings in dividends.

Prior to the earthquake of 1923, Tokyo mills made fair profits and the disaster, which destroyed buildings, equipment and stocks, caught the companies with no financial reserves. Most of the companies, however, managed to survive on borrowed money, rebuilt their plants, and were resuming business when the wool market fell to pieces in March and April of 1925. The reason for this world-wide collapse was the discovery by those financing the mills in all

countries that the mounting cost of the raw material would make it impossible for the mills to find a market for their finished articles.

Accordingly, the banks and agents shut down, the price of wool sharply declined, and buyers disappeared from the Australian market. Japanese producers were well stocked up at that time and suffered severely. Finally, the wool price came to an even keel and has been steady ever since. Now, Japanese woollen manufacturers are in better condition than they have ever been since the collapse of the market. Several mergers have strengthened the industry, and the weaker mills have been weeded out. The fact that the panic of 1927 came in April, near the end of the wool buying season, was another element in the situation that helped the mills. Prior to the crash, the yen stood at \$.49 and purchases were made at that level. After the panic the price fell to \$.45 $\frac{3}{4}$, and buyers found the yen value of their stocks enhanced by more than 8 per cent.

Another tendency which has been marked is the movement of Japanese mills away from partly manufactured wool, as may be seen from the above table. They do not want tops and yarns. They want raw, greasy wool, so that every step in the process of manufacture may be taken in their own plants.

The mills in Japan cable orders to their representatives in Australia, setting a price limit and specifying standard qualities of which the agents have samples. If the representative is able to close the deal within the limit, he does so and wires his head office in Tokyo or Osaka. The head office of the agency then arranges to finance the transaction and the wool is brought to Japan for manufacture. There are no foreign middlemen in the Japanese wool business. Japan deals direct in the Australian markets. In the past foreigners occasionally shipped wool to Japan on consignment but found that method extremely risky.

Until quite recently, importers of raw wool into Japan did not realize that Canada offers a possible source of supply for their requirements. At the present time investigations are being made to ascertain whether Canadian wool can compete against the Australian product. From the information so far available it appears that the quality of Canadian wool is suitable to the Japanese market for some purposes and compares not unfavourably with wool of similar grades coming from Australia.

POSITION OF SMALL ENTERPRISES IN JAPAN

ACTING TRADE COMMISSIONER RICHARD GREW

Kobe, May 4, 1928.—The proprietors of the smaller industrial and commercial enterprises in Japan are encountering serious difficulties owing to financial troubles arising from the closing of banks. When consideration is given to the important position occupied by these enterprises, one cannot fail to realize that the straitened condition will have a serious effect upon Japan's finances generally.

EMPLOYEES AND FACTORIES

The number of employees and factories in Japan stood as follows:—

Number of Employees	Number of Factories	Total No. of Employees
5-10	23,926	179,000
10-15	8,472	112,000
15-30	8,227	186,000
30-50	3,516	147,000
50-100	2,529	191,000
Total	46,670	815,000
100-500	1,974	439,000
Total	48,644	1,254,000
500 and over	617	749,000
Grand total	49,261	2,003,000

When factories with employees varying from 5 to 100 are classified as small, those with employees varying from 100 to 500 as medium-sized, and those with more than 500 as large enterprises, the number in the minor class (inclusive of small and medium-sized) represents 98 per cent of the total, while the number of operatives in the employ of these concerns corresponds to 63 per cent of the total of factory workers.

INVESTMENT IN INDUSTRIAL ENTERPRISES

No adequate statistics are available, but a rough estimate would show that there were 29,446 companies of which the capital was under 500,000 yen, the total capitalization being 1,815,910,000 yen. There were 2,091 companies with capital ranging from 500,000 to 1,000,000 yen, the total investment in these concerns being 1,120,430,000 yen. The total number of companies, including those with capital exceeding 1,000,000 yen, stood at 34,345, and the aggregate total capital reached 16,464,199,000 yen.

If companies whose capital is under 500,000 yen are classified as small, and those with capital varying from 500,000 to 1,000,000 yen as medium-sized, the total investment in small businesses amounts to 11 per cent of the aggregate total investment, while that of medium-sized enterprises represents 18 per cent.

Of the total investments of 16,464,000,000 yen, about 6,173,000,000 yen was invested in industrial businesses and 7,309,000,000 yen in commercial ventures, the remainder being invested in various other enterprises.

As already shown, the percentage of investments of small enterprises was 11 per cent and that of medium-sized enterprises 18 per cent. Consequently, nearly 30 per cent of the foregoing industrial investments of 6,173,000,000 yen, or approximately 1,800,000,000 yen, was invested in minor enterprises.

INDUSTRIAL PRODUCTION

As regards the percentage of production by large and minor enterprises, there are no statistics available, but an indirect estimate may be made.

The following table compares the number of employees in factories employing not more than 500 men—namely, smaller enterprises—with the total number of employees, and also gives the percentage of the number of employees of minor enterprises against the total number of employees:—

Enterprises	Total Number of Employees	Total Number in Mills Employing less than 500 men	Percentage
Spinning and weaving	1,038,000	568,000	56
Metal	105,000	65,000	62
Machinery	260,000	113,000	44
Pottery	73,000	56,000	77
Chemical	123,000	97,000	78
Lumber	58,000	56,000	97
Printing	60,000	52,000	87
Food	195,000	172,000	88
Gas, electric	8,000	800	10
Others	83,000	71,000	86
Total	2,003,000	1,250,800	62

The following table estimates the production of mills employing less than 500 operatives, based on the foregoing percentages. It also gives the percentage of production by these minor enterprises against the total output:—

Enterprises	Total Output (Million Yen)	Output by Smaller Mills (Million Yen)	Percentage
Spinning and weaving	3,215	1,736	54
Metal	421	261	62
Machinery	459	205	45
Pottery	181	137	76
Chemical	757	590	78
Lumber	175	171	98
Printing	163	140	86
Food	1,094	987	90
Gas, electric	108	10.8	10
Others	451	319	71
Total	7,024	4,556.8	65

(Smaller mills are those factories employing less than 500 operatives.)

The foregoing table shows the production by smaller enterprises employing more than five and not more than 500 operatives amounted to 63 per cent of the total, or approximately 4,400,000 yen.

When those mills employing less than five operatives are taken into consideration, it is estimated that the aggregate total production by smaller enterprises amounts to say practically about 70 per cent of the entire production.

DECLINE OF SMALLER UNDERTAKINGS

As shown by the statistics given in the preceding table, smaller industries still control the situation, but there are signs which clearly point to the decline of these as a result of the competition from large concerns. The number of factories employing not more than 50 operatives is gradually falling, while factories employing more than 50 operatives, especially those employing more than 500 operatives, have been steadily increasing during recent years.

The same holds true of smaller commercial concerns. In consequence of the development of large department stores, semi-department stores, public markets, co-operative associations, and public and private "direct from producer to consumer" organizations, medium and small traders are gradually being driven out of business.

In a recent half-yearly business term, the main and branch offices of the Mitsukoshi, Takashimaya, Matsuya, and Shirokiya department stores, four of the leading department stores in Japan, cleared profits of approximately 12,000,000 yen. Estimating this profit as representing 15 per cent of the total sales, these four stores alone handled goods worth 80,000,000 yen during the half-year.

When the business done by Matsuzakaya, Daimaru, two other large department stores, and the lesser department stores is taken into consideration, the total volume of business handled by these concerns amounts to approximately 200,000,000 yen a year.

Public markets are also fast becoming a serious form of competition for small retail merchants, as they do more business year after year. In Tokyo, for instance, there were seventeen markets last year, and 227 shops at these markets. On the average, the daily turnover of each shop amounted to 75 yen, or 5,200,000 yen a year.

The first co-operative association was founded in Tokyo in 1904, and the movement has steadily gained both in number and in influence at the cost of middlemen and retailers. Recent figures show that there were 192 co-operative associations in business, with a membership of 120,000. Investments in these associations amounted to 2,940,000 yen, of which 1,780,000 yen was paid-up. The reserves stood at 600,000 yen, and deposits at 1,250,000 yen. In 1925, the annual sales amounted to 21,400,000 yen; at the present time sales have further increased probably by from 3,000,000 to 4,000,000 yen.

RECOGNIZED ASSOCIATIONS

The foregoing associations are those which have been given official recognition, and are located in city districts. In addition to these, there are many private co-operative associations among the staff of large companies, and also in rural villages. These associations do a tremendous amount of business in a year.

The sphere of influence of middlemen and retailers is thus being invaded in all directions. The decline of their prosperity, however, is a natural result of the recent development of the economic system in Japan and this tendency cannot be checked. Furthermore, Japan has had too many middlemen and retailers, which has resulted in prices maintaining a high level.

A reduction in the number of these minor business concerns therefore is not viewed with alarm; but at the same time the reduction in the number of these concerns should be carried out with as little disturbance as possible. If middlemen and retailers be deprived of their means of livelihood suddenly, it not only destroys the stability of economic organization but also gives rise to a serious social problem.

CHANGE OF VOCATIONS

The gradual change of occupations of these small business men as the result of their diminishing trade already constitutes an important social problem. The gravity of the situation is accentuated by the fact that the bank troubles in the early part of last year cut off means of financing, and depreciation of commodities and business depression have driven many to the verge of bankruptcy.

The financial crisis last spring has thus created a serious "cancer" in Japan's finances which, unless something is done to relieve men engaged in small business and industrial enterprises, will do further damage to the body politic.

DUBLIN SPRING SHOW

K. M. DOWLING, OFFICE OF THE TRADE COMMISSIONER

Dublin, May 22, 1928.—The Dublin Spring Show, an annual event of increasing importance in the Irish Free State, is promoted by the Royal Dublin Society, and is held in the society's show grounds at Ballsbridge, where ample space is at the disposal of participating exhibitors. This show is, of course, mainly agricultural, and the farming community take full advantage of it, as is evidenced by the wonderful mustering of the best blood-stock of the country year after year. Exhibits of agricultural produce, machinery and implements, play an important part, and industrial and mechanical exhibits are much to the fore.

This year's show was held from May 9 to 12, and the attendance (85,029) constituted a record. In addition to the usual features, an exceptionally comprehensive educational exhibit was arranged by the Department of Agriculture, which gave instruction in methods of improved cultivation, sugar beet growing, seed testing, elimination of pests and crop diseases, marketing of farm produce, feeding stuffs, dairy farming, poultry keeping, horticulture, and forestry.

The following comparative entries show the magnitude of the live stock exhibits, and in the larger sections many late entries had to be declined through lack of accommodation:—

	1928	1927	1926
Shorthorns	170	187	175
Aberdeen-Angus	132	120	107
Herefords	60	41	49

	1928	1927	1926
Kerries	55	70	77
Jerseys	43	37	32
British Friesians	10	28	34
Sheep	120	141	136
Pigs	77	80	68
Riding ponies	34	34	23
Poultry and eggs	532	660	589
Rabbits	256	309	153
Dairy produce	251	216	157

Stands were held by 252 exhibitors for the display of goods of various kinds, and up-to-date types of agricultural machinery and implements. Many orders were placed and business during the four days of the show was brisk.

A display of Canadian-made "pyramid" butter boxes shown on one of the Department of Agriculture's stands was the subject of favourable comment, and resulted in a number of inquiries as to the source of supply.

LISTS OF BRITISH FIRMS IN SOUTH AMERICA

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, who has recently made an extended trip through South American countries in the interests of Canadian trade, has forwarded to the Department of Trade and Commerce, Ottawa, a list of British firms doing business in the following countries: Argentina, Bolivia, Chile, Ecuador, Peru, and Uruguay. In addition, Mr. McColl has forwarded a list of New York agents or buying houses of British firms in South America.

The names of these houses can be furnished to Canadian manufacturers and exporters on application to the Department of Trade and Commerce, Ottawa (quoting file No. 12762).

TARIFF CHANGES AND CUSTOMS REGULATIONS

New Draft Order under British Merchandise Marks Act

A draft Order in Council under section 2 of the British Merchandise Marks Act, 1926, was laid before both Houses of Parliament on May 23, 1928, providing in due course for marks of origin to be placed on a further list of articles when imported into the United Kingdom. In the draft order it is proposed that pottery, insulated electric cables and wires, and electric incandescent lamps shall bear an indication of origin at the time of importation as well as at the time of sale. The draft order applies also to enamelled zinc sheets, glue and gelatine, tooth brushes and shaving brushes, and cast-iron porcelain-enamelled baths, when sold or exposed for sale. Goods in this latter group need not bear an indication of origin at the time of importation.

It is to be noted that the foregoing is only a draft order and does not go into force until specified periods after the date of the passing of the final order. Details as to the proposed marks on any particular class of goods mentioned may be obtained on application to the Department of Trade and Commerce, Ottawa.

Indian Customs Ruling on Belting

Customs Ruling No. 2, dated April 3, 1928, made under the Indian Tariff Amendment Act, 1928, states that balata belting, that is ordinary canvas ply belting impregnated with balata gum, is to be dutiable at 5 per cent ad valorem, which is the rate on "cotton, hair, and canvas ply belting for machinery" (item 43-A). The ruling goes on to say: "As the tariff specifically mentions canvas ply

belting as well as cotton belting, although canvas ply belting is made of cotton canvas, the term 'cotton belting' cannot be read as meaning all belting made of cotton (and thereby all belting of which cotton is an ingredient). The meaning of the term is limited to what is ordinarily described as 'cotton belting', that is, belting woven in the form of belting from cotton yarn. The term does not therefore include rubber composition belting which contains a layer or layers of cotton canvas, and such belting remains free."

Invoice Requirements of State of Johore

Mr. R. S. O'Meara, Canadian Government Trade Commissioner at Batavia, has forwarded copy of Notice No. 156 from the Johore Government *Gazette* of March 21, 1928, respecting entry through customs of dutiable goods. The importer is required to make a declaration showing (1) number and description of packages or receptacles, (2) description of goods, (3) weight, measure, and quantity, (4) value, and (5) place of origin. In view of this, exporters should furnish invoices setting forth, at least, these particulars.

Import of Wheat into Portugal and Azores Permitted

The British Consulate at Lisbon advises that two decrees, Nos. 15472 and 15473, appearing in "Diario do Governo" dated May 15, authorize the importation respectively of (1) 1,500,000 kilos of foreign wheat into the Azores, and (2) 37,500,000 kilos into Portugal (continent). These decrees are necessary owing to the fact that the importation of wheat into Portugal and the Azores is under Government control.

TENDERS INVITED

New Zealand

Copies of plans and specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department, Wellington. These specifications are open for inspection at the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa. Tenders, which close on June 26, should be addressed to the Secretary, Stores Division, General Post Office, Wellington, in accordance with these specifications.

Particulars are as follow: 500 cords, 2-conductor, to plans and specifications; 1,000 cords, 3-conductor, to plans and specification; 600 cords, dial, 4-conductor, to plans and specification; 4,000 cords, telephone, mounted, 4-conductor, to plan and specification; 600 yards cordate, telephone, unmounted, 4-conductor, to plan and specification; 500 cords, telephone, mounted, 6-conductor, to plan and specification.

Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Complete Phrase code.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JUNE 5

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 5, 1928. Those for the week ending May 28, 1928, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending May 28, 1928	Week Ending June 5, 1928
Austria	Schilling	.1407	\$.1412	\$.1412
Belgium	Belga	.1390	.1396	.1398
Bulgaria	Lev	.1930	.0072	.0072
Czecho-Slovakia	Krone	.....	.0296	.0297
Denmark	Krone	.2680	.2684	.2690
Finland	Markka	.0252	.0252	.0253
France	Franc	.1930	.0393	.0394
Germany	Reichsmark	.2382	.2395	.2396
Great Britain	£	4.86½	4.8837	4.8940
Greece	Drachma	.1930	.0130	.0130
Holland	Florin	.4020	.4037	.4046
Hungary	Pengo	.1749	.1750	.1754
Italy	Lira	.0526	.0527	.0528
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2679	.2685
Portugal	Escudo	1.0805	.0430	.0430
Roumania	Leu	.1930	.0062	.0062
Spain	Peseta	.1930	.1675	.1675
Sweden	Krona	.2680	.2685	.2690
Switzerland	Franc	.1930	.1927	.1932
United States	\$	1.0000	1.0018	1.0025
Argentine Rep.	Peso (Paper)	.4244	.4280	.4290
Brazil	Milreis	.5462	.1206	.1207
Chile	Peso	.1217	.1225	.1227
Colombia	Peso	.9733	.9875	.9898
Mexico . . . . .	\$	.4985	.4827	.4740
Peru	Libra	4.8665	4.0000	4.0093
Venezuela	Bolivar	.1930	.1930	.1932
Uruguay	Peso	1.0342	1.0275	1.0274
Cuba	Peso	1.0000	1.0009	1.0001
Batavia, Java	Guilder	.4020	.4030	.4039
China	Tael	.....	.6912	.6700
India	Ruppee	.3650	.3675	.3675
Japan	Yen	.4985	.4663	.4690
Siam	Tical	.3709	.4575	.4585
Singapore, Str. Settlements . . .	£	.5678	.5650	.5660
Jamaica	£	4.86½	4.8775	4.8900
Barbados	\$	} 1.0000	1.01 —1.02½	1.01 —1.02½
British Guiana	\$			
Trinidad	\$			
Other British West Indies . . .	\$			
Martinique	Franc	.1930	1.00½—1.02½	1.00½—1.02½
Guadeloupe	Franc	.1930	.0393½	.0394

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST. JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

438. **FOODSTUFFS.**—A firm of general and commission merchants in Port of Spain, Trinidad, with representation throughout the British West Indies, are desirous of representing a British Columbia firm in a position to export a general line of foodstuffs.

439. **PACKING HOUSE PRODUCTS.**—A firm of commission merchants in St. Lucia are interested in negotiating for an agency of a Canadian exporter.

440. **BUTTER (FRESH).**—A merchant in Dominica is interested in forming a connection with a Canadian exporter.

441. **HONEY.**—A firm of drug and chemical merchants in Hamburg, Germany, wish to act as a representative for Canadian exporters of honey.

442. **CURED FISH.**—A merchant in Dominica is interested in obtaining supplies from Canada.

443. **ONIONS.**—A merchant and wholesale dealer in foodstuffs in St. Kitts, B.W.I., is desirous of forming a connection for onions on a commission agency basis.

444. **SPLIT PEAS.**—A merchant and wholesale dealer in foodstuffs in St. Kitts, B.W.I., is desirous of forming a connection on a commission agency basis.

445. **OATS.**—A wholesale dealer in St. Kitts, B.W.I., is desirous of forming a connection for the above on a commission agency basis.

446. **FEEDING STUFFS.**—A firm in Hamburg, Germany, with a branch in Husum, wish to get in touch with Canadian exporters of corn and linseed cake, bran and other feeding stuffs, with a view to developing direct shipments to the port of Husum, which is conveniently located for an important consuming area.

447. **FEEDING STUFFS.**—A firm of importers in Hamburg, Germany, are anxious to get in touch with Canadian exporters of feeding stuffs, such as corn, bran, oil cakes, and oats.

448. **GRAIN AND FEEDING STUFFS.**—A firm of rice brokers in Hamburg, Germany, are desirous of securing the agency of Canadian firms which export such products as grain, feeding stuffs, or other commodities in bulk to Germany.

Miscellaneous

449. **CRUDE DRUGS.**—A Hamburg firm of drug and chemical merchants, with agents throughout Europe, are desirous to get in touch with Canadian exporters of crude drugs, such as senega root, cascara bark, etc.

450. **MEDICINAL SPECIALTIES.**—Argentine importer at present in New York wishes to obtain the agency of a good Canadian medicinal specialty. Could probably arrange to visit factory.

451. **CRUSHED OYSTER SHELL.**—A London firm invites offers from Canadian firms who are in a position to ship regular supplies of crushed oyster shell.

452. **FISHMEAL.**—A firm in Hamburg, Germany, with a branch in Husum, wish to get in touch with Canadian exporters of fishmeal with a view to developing direct shipments to the port of Husum, which is conveniently located for an important consuming area.

453. **FISHMEAL.**—A firm of feeding stuffs importers in Hamburg, Germany, wish to get in touch with Canadian exporters of fishmeal.

454. **ARTIFICIAL FERTILIZER.**—A merchant in Dominica, B.W.I., is interested in forming a connection with an exporter of the above.

455. **PHOTOGRAPH MOUNTS.**—A New Zealand importer desires to receive samples and c.i.f. prices from a firm in a position to export photograph mounts. The sizes required are for prints $5\frac{1}{2}$ by $3\frac{1}{2}$, 6 by 4, $6\frac{1}{2}$ by $4\frac{1}{2}$, 8 by 6, and 10 by 8. Mounts should be made with corners to hold the photographs in place. The New Zealand trade is not interested in slip-in mounts. Illustrations of the types required are on file at Department.

456. **FRUIT CRATES.**—A merchant in Dominica desires to obtain supplies from Canada.

457. CLOTHES PEGS.—A West of England firm desire c.i.f. quotations on 1,000 five-gross boxes of 4½-inch dolly clothes pegs, packed preferably in cardboard cartons.

458. BARREL STAVES, HEADS AND HOOPS.—A merchant in Dominica is interested in forming a connection with a Canadian exporter.

459. SEAMLESS BRASS TUBES.—Argentine importer at present in New York wishes to obtain the agency of a Canadian manufacturer of seamless brass tubes. Could probably arrange to visit factory.

460. CEMENT.—A commission merchant and wholesale dealer of foodstuffs in St. Kitts, B.W.I., is desirous of forming a connection on a commission agency basis.

461. CEMENT.—A firm of commission merchants in St. Lucia, B.W.I., are interested in negotiating for an agency of a Canadian exporter in a position to supply the above.

462. CEMENT.—A merchant in Dominica is interested in forming a connection with a Canadian exporter.

463. FLEECE-LINED UNDERWEAR.—A Bristol firm of agents desire samples and quotations on Canadian fleece-lined underwear with a view to West of England agency representation

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To SOUTHAMPTON.—Empress of Australia, June 13; Empress of France, June 20; Empress of Scotland, June 27; Empress of Australia, July 4; Montnairn, July 4—all Canadian Pacific.

To HAMBURG.—Montroyal, June 23; Montnairn, July 4—both Canadian Pacific.

From Montreal

To ANTWERP.—Canadian Explorer, June 14; Canadian Planter, June 23; Canadian Mariner, July 4—all Canadian National; Metagama, June 20; Beaverhill, June 22; Montrose, June 28; Beaverburn, July 6—all Canadian Pacific.

To AVONMOUTH.—Salacia, Anchor-Donaldson, June 23; Nevisian, June 16; Nessian, June 30—both White Star Line; Bothwell, Canadian Pacific, June 21.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Carrigan Head, June 17; Kenbane Head, June 30—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Hunter, June 15; Canadian Aviator, June 29—both Canadian National.

To DUNDEE.—Cairnglen, Thomson Line, June 15.

To GLASGOW.—Athenia, June 15; Coracero, June 22; Letitia, June 29; Carmia, July 6—all Anchor-Donaldson; Minnedosa, June 14; Bothwell, June 21; Melita, June 29—all Canadian Pacific.

To HULL.—Rexmore, June 12; Comino, June 28—both Furness Line.

To LIVERPOOL.—Doric, June 16; Calgarie, June 23; Regina, June 30—all White Star Line; Duchess of Bedford, June 15; Montclare, June 22; Melita, June 29; Montcalm, July 6—all Canadian Pacific; Antonia, June 22; Andania, July 6—both Cunard Line.

To LONDON.—Canadian Explorer, June 14; Canadian Planter, June 23; Canadian Mariner, July 4—all Canadian National; Albertic, June 14; Megantic, June 28—both White Star Line; Beaverbrae, June 15; Beaverhill, June 22; Beaverford, June 29; Beaverburn, July 6—all Canadian Pacific; Alaunia, June 15; Ausonia, June 22; Aurania, June 29; Ascania, July 7—all Cunard Line; Rexmore, June 12; Comino, June 28—both Furness Line.

To MANCHESTER.—Manchester Division, June 28; Manchester Producer, July 5—both Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnglen, June 15; Cairnross, June 22; Cairnesk, June 29; Cairmona, July 6—all Thomson Line

To SOUTHAMPTON.—Albertic, June 14; Megantic, June 28—both White Star Line; Montrose, Canadian Pacific, June 28.

To BORDEAUX AND HAVRE.—Laval County, County Line, June 23.

To BREMEN.—Cairndhu, Thomson Line, June 16; Crefeld, June 26; Giessen, July 7—both North German Lloyd.

To COPENHAGEN AND BALTIC PORTS.—Ivar, June 15; Pennsylvania, July 3—both Scandinavian-American Line.

To HAMBURG.—Beaverbrae, June 15; Beaverford, June 29—both Canadian Pacific; Boshun, June 15; Brant County, June 21; Grey County, June 28; Queens County, July 5—all County Line; Cairndhu, Thomson Line, June 16.

- To ITALIAN PORTS.—Valleluce, Lloyd Mediterraneo Italian Service, June 30.
 To ROTTERDAM.—Grey County, County Line, June 26.
 To NORWEGIAN PORTS.—Topdalsfjord, June 20; Iddefjord, July 5—both Norwegian-American Line.
 To AUSTRALIAN PORTS.—Canadian Scottish, Canadian National, June 30.
 To NEW ZEALAND PORTS.—Canadian Britisher, Canadian National, June 25; Pireaora, New Zealand SS., July 10.
 To SOUTH AND WEST AFRICAN PORTS.—Calumet, Elder Dempster, June 15.
 To SOUTH AMERICAN PORTS.—Tercero, Canadian-South American Line, June 16; Canadian Planter, Canadian National, July 7.
 To ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Beaver, June 21; Canadian Runner, July 5—both Canadian National.
 To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Fisher, June 13; Canadian Forester, July 4—both Canadian National.
 To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Gustav Vigeland, June 15; a steamer, June 29—both Ocean Dominion.
 To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National, July 4; Rosiland, Canada SS., June 23, July 7.
 To CORNERBROOK.—Nayarit, June 18, July 2; New Northland, June 13, June 27—both Clarke SS.

From St. John

- To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, June 16; Canadian Pathfinder, June 30—both Canadian National.
 To ST. PIERRE, ST. JOHN'S BAY, ROBERTS, CARBONEAR, PORT UNION AND OTHER EAST COAST NEWFOUNDLAND PORTS.—Lakefield, Newfoundland-Canada Traders, June 28.

From Halifax

- To BORDEAUX.—Chicago, French Line, June 19.
 To LIVERPOOL.—Nova Scotia, Furness, Withy, June 27.
 To ST. JOHN'S, Nfld.—Nova Scotia, Furness, Withy, June 27; Nerissa, June 12; Silvia, June 19—both Red Cross; Farnorth, June 15, June 29; Skipper, June 30—both Farquhar SS.
 To ST. PIERRE, ST. JOHN'S BAY, ROBERTS, CARBONEAR, PORT UNION AND OTHER EAST COAST NEWFOUNDLAND PORTS.—Lakefield, Newfoundland-Canada Traders, June 30.
 To SOUTH AND WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., June 30.
 To ST. PIERRE-MIQUELON.—Pro Patria, French Mail SS., June 13.
 To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Skirmisher, June 15; Canadian Carrier, June 29—both Canadian National.
 To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, June 13; Andalusia, June 27—both Pickford & Black.

From Vancouver

- To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, June 21; Empress of Canada, July 12—both Canadian Pacific.
 To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, Osaka Shosen Kaisha, July 23.
 To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, Blue Funnel, June 26.
 To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, June 27.
 To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Cajoot, June 13; West Cobob, July 11—both American-Australia-Orient Line.
 To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, Navigazione Libera Triestina, July 9.
 To HAMBURG, ANTWERP AND BREMEN.—Los Angeles, Hamburg-American Line, June 20.
 To LIVERPOOL, LONDON AND ROTTERDAM.—Drecht dyk, Royal Mail Steam Packet, June 30.
 To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, Royal Mail Steam Packet, July 1.
 To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Dinteldyk, Royal Mail Steam Packet, July 12.
 To MANCHESTER.—Pacific Grove, June 24; Pacific Reliance, July 8—both Furness (Pacific) Ltd.
 To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FÉ.—A steamer, Westfal-Larsen Line, June 26.
 To KINGSTON (JAMAICA).—Neptunian, Canadian Transport Company, June 20.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.

Electricity and Fluid Exportation Act. Electricity Inspection Act.

Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.

Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.

Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)

Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)

Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)

Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)

Canada-West Indies Conference (1920). (Price 25 cents.)

Canada-West Indies Conference Report, (1925). (Price \$1.)

Dominion Grain Research Laboratory (1920). (Price 10 cents.)

Electrical Standards and their application to Trade and Commerce.

Final Report of the Fuel Controller (1920).

List of Licensed Elevators, etc. (Price 50 cents.)

Motion Pictures, Catalogue of. (Price 10 cents.)

Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.

Chinese Markets for Canadian Products (1919). (Price 25 cents.)

Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)

Denmark as a Market for Canadian Products (1926). (Price 25 cents.)

German War and its Relation to Canadian Trade (1914). (Price 25 cents.)

Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)

Lumber Market of Japan (1926). (Price 25 cents.)

Markets of British Malaya (1923). (Price 25 cents.)

Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)

Peru as a Market for Canadian Products (1926). (Price 25 cents.)

Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)

Representation in British and Foreign Markets (1923). (Price 25 cents.)

Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)

Russian Trade (1916). (Price 25 cents.)

Sweden as a Market for Canadian Products (1928). (Price 25 cents.)

Trade of the African Sub-Continent (1928). (Price 25 cents.)

Timber Import Trade of Australia (1917). (Price 25 cents.)

Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)

Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)

Trading Opportunities in Scandinavia (1922). (Price 25 cents.)

Trading with Egypt (1921). (Price 25 cents.)

Trading with Greece (1921). (Price 25 cents.)

Trade with South China (1918). (Price 25 cents.)

Trading with Spain (1920). (Price 25 cents.)

Toy Making in Canada (1916). (Price 25 cents.)

West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).

Monthly Bulletin of Agricultural Statistics

Sixty Years of Canadian Progress (1927). (Price 10 cents.)

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Acting Trade Commissioner, P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancom.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancom.*

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L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Mapleleaf.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, the Scandinavian countries and the Baltic States.)

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H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

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F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

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Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancom.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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IMPROVED SERVICE TO WEST AFRICA

Messrs. Elder Dempster & Company, Limited, 133 Board of Trade Building, Montreal, will put on a special sailing to West African ports during the month of July. Their steamer *Benguela* will leave Montreal about the end of July for Seccondee, Accra, and Lagos, afterwards proceeding to Cape Town, Port Elizabeth, East London, and Durban. The attention of Canadian firms is particularly drawn to this sailing, which affords an opportunity of making direct shipments to these West African ports, avoiding any transshipment en route. Should the business developed by this sailing warrant, similar sailings will probably be made at intervals of two months.

In the past Canadian trade with West Africa has been much hindered by the fact that the transshipment of freight destined to ports in West Africa at Sierra Leone has been unavoidable. Messrs. Elder Dempster & Company, however, are very desirous of developing West African direct trade, and if sufficient business offers they are quite willing to continue their direct sailings to West African ports.

Instead of the usual sailing to Cape Town and other South African ports on July 15, the steamer *Fantee* will leave Montreal for these ports about July 5, thus giving two sailings during the month of July to South African ports and one sailing to West African ports direct.

The Department hopes that Canadian exporters will take advantage of this improved service and will give it sufficient patronage to enable it to be continued.

MR. HARRY A. SCOTT'S ITINERARY IN THE MARITIME PROVINCES AND QUEBEC

Mr. H. A. Scott, Canadian Trade Commissioner at Liverpool, is undertaking a tour of the Dominion in the interests of Canadian trade with his territory, which covers the North of England, Lincolnshire, North Midlands, and North Wales. The following is his itinerary in the Maritime Provinces and Quebec:—

St. John, N.B.	July 9-11	New Glasgow	July 19
Yarmouth	July 12	Charlottetown	July 21-23
Annapolis Royal	July 13	Moncton	July 24
Halifax	July 16-18	Quebec	July 26, 27

Canadian firms who desire to be brought in touch with Mr. Scott, or to interview him, are requested to communicate with the Department of Trade and Commerce, Ottawa, at an early date.

FRUIT TRADE COMMISSIONER'S VISIT TO CANADA

Mr. J. Forsyth Smith, Canadian Fruit Trade Commissioner in Liverpool, has arrived in Canada with the object of making a tour of the Dominion in the interests of fruit growers and exporters. He will remain in Canada until the end of September.

MR. COSGRAVE'S ITINERARY FOR JUNE

Mr. L. M. Cosgrave, Canadian Trade Commissioner in China, is undertaking a tour of the Dominion in the interests of Canadian trade with that country. The following are the dates of his itinerary for June:—

Montreal	June 12 to 20	Oshawa	June 22
Kingston	June 21	Toronto	June 25 to 29

Canadian firms desirous of interviewing the Trade Commissioner are requested to write to the Department of Trade and Commerce, Ottawa.

SCOTTISH AGRICULTURAL SEED MARKET

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, April 25, 1928.—Denmark has been going ahead in recent years in the agricultural seed trade in the British market. For instance, in 1926 Denmark sent to this country £181,000 worth of clover and grass seeds, and £21,000 worth of other kinds. Canada in the same year furnished £110,000 worth of clover and grass seeds; and the United States, £116,000 worth of clover and grass seeds.

The general opinion is that there is no reason why Canada should not get a greater share of the trade, as Canadian seeds are admirably suited for sowing in this country, especially in Scotland. So far as Scotland is concerned, there is a very good demand for Victory oats, which appear to come mainly from Denmark and Sweden. Marquis wheat and Banner oats would also be of interest. The North of Scotland Agricultural College at Aberdeen tried Canadian Banner oats a few years ago, and they did much better than the British-grown seed of Banner. This year they are making a trial with Victory oats from different sources, including Canadian, and the results are being awaited with interest. From the trials already made they are satisfied that if seed of Canadian oats

of a suitable variety could be sold at a comparatively cheap rate there would ultimately be a good demand from the late districts. Should a better oat than Victory (Swedish) be produced in Canada, it can be sold here. (The Alaska oat, recently produced in Canada, would probably meet all requirements.) There is room for an early oat. The earliest in Scotland is Orion, but this is black, and a white one is needed.

One of the largest firms in the trade here believe a very much increased trade could be done in Canadian red clover, provided reliable types can be assured from reliable sources. There is a big trade to be done in Wisconsin Red and American Mammoth, and these come mainly from the United States. They should be of better quality from Canada, owing to its more northerly situation.

TESTS BY AGRICULTURAL COLLEGES

The head of one important agricultural college in this country believes that something might be organized in Canada in the way of growing special strains of red clover for use in Great Britain. To develop such a scheme it would be necessary to have definite arrangements as to registration and for stock seed to be sent to the growers in the Dominion from this country at regular intervals. It is probable that in order to obtain purity and integrity of stock it would not be advisable more than once to grow stock seed sent from here. The matter is of importance, because the question of strain is coming to be realized as of fundamental significance in herbage seeds. It is possible later on when such a station as the agricultural college referred to has developed fine pedigree strains such as timothy, that this also might be grown in Canada for use in Great Britain, but it is because developments are likely to take place in this connection that it is perhaps desirable to have initiated something on a small scale with red clover. Something similar no doubt could also be done with genuine wild white clover, but there again it would be necessary to obtain stock seed for the production of each seed crop from a reliable Kentish source.

Trials made by another agricultural college in the north of Scotland have shown so far that true English broad leaved and Montgomery and Cornish marl late flowering red clovers are generally most reliable. Samples of Canadian broad leaved that have been tried did not do so well in the hay crop as the English, although the plants lasted quite as long. This result may possibly have been due to the fact that English strains are better suited to Scottish conditions than the Canadian strains and not altogether to the fact that the seed was Canadian-grown. In the opinion of the expert in charge of these experiments, it seems that there is need for some combined trials with these seeds. For example, if the strains of clover and timothy that do so well here were sown in Canada and seeded, it is quite possible that such seed may do as well here as British seed, and if it could be produced cheaper so much the better. At any rate it is worth trying. Should such trials be made in Canada, this gentleman would be glad to try the Canadian-grown seeds here alongside other samples.

CLOVER VARIETIES AND YIELDS

At a college farm in southwest Scotland, Canadian red clover seed has given very good results. It was found that not only does it give a good bulk the first year, but that it also lasts or persists fairly well in the second, third, and fourth years. These plots were viewed by hundreds of farmers.

In the following table are shown the results of the experiments carried out at this farm. The grass and clover seeds were sown in 1923 with a covering crop of oats. The table gives the weight of the crop of hay secured in 1924, 1925, and 1926. Plots 5 and 6 are seed of Canadian origin. The late Professor McAlpine years ago expressed the view that red clover seed of Canadian origin was very suitable for Scottish conditions. The only thing to be added, in connection with trials carried out in this district, is in regard to the after

effects from Canadian red clover as against some of the shorter-lived strains. Figures are not available to show the actual difference, but in some of their previous trials, when the land was ultimately broken up, the sections which had been seeded with Canadian red clover produced a much more luxuriant cereal crop (oats) than where the shorter-lived clovers had been sown. They find that the Canadian red clover often remains in a fairly vigorous condition for a period of four years.

Plot	Clover Variety	Yield per Acre in 1924		Yield per Acre in 1925		Yield per Acre in 1926	
		Tons	Cwts.	Tons	Cwts.	Tons	Cwts.
1	English red clover	3	12	2	5	2	1
2	English late flowering—red	4	1	3	6	2	4
3	American red	3	13	3	0	2	5
4	American late flowering—red	3	15	2	8	2	11
5	Canadian Red	3	17	3	1	2	5
6	Canadian late flowering—red	4	5	3	15	2	12
7	Welsh red	4	10	3	15	2	3
8	Swedish late flowering—red	4	1	3	10	2	10
9	New Zealand red	3	11	3	0	2	0
10	Chilian red	3	10	3	5	2	2
11	Wild red (McGill)	3	0	2	15	2	7
12	Wild red (Sutton)	3	2	2	15	2	6

Ton equals 2,240 lbs. Cwt. equals 112 lbs.

One of the largest firms of buyers and testers in this country is very anxious to get better timothy and wants stocks to try out. If this firm could get a better seed from the Dominion than they themselves produce in red clover, alsike, etc., they would put it on the market, and they have excellent facilities for doing so. They want a red clover that would stand for three or four years. It is stated by this firm that if Canada grew wild white clover or indigenous white clover, there should be a big market for it here as the climate is suitable. Prices range from 5s. to 25s. per pound. One year recently this firm bought six tons of this seed at £2,240 a ton, and they have excellent facilities for experimenting with various classes of pedigree seed in Scotland.

There is a good market in Scotland for all kinds of Canadian seeds, and, as stated before, its northerly situation, corresponding to that of the Dominion, probably makes it more adaptable to Canadian seed than any other area of the United Kingdom. The trade is carried on by a number of large firms who import direct, in Glasgow, Edinburgh, and other places.

In this country the crop of both red and white clover last year was disappointing, owing to the abnormally wet conditions.

Considerable quantities of Canadian red clover could be sold in this country if the price were on a competitive level with the reds of other countries, but it appears that the Dominion has not been able in recent years to save enough red clover for her own requirements.

The trade in Canadian alsike clover in this country is a large one. Canadian timothy would also be used in Scotland very freely, but American-grown timothy is always much cheaper than Canadian seed.

CONDITIONS IN SCOTLAND AND NORTHERN IRELAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, June 1, 1928.—Again a gratifying amount of new work placed forms one of the features of the shipbuilding returns from the various Clyde shipyards for May, and in this connection most of the new work has been secured by firms on the upper reaches of the river. The month's output is also well maintained, with 27 vessels launched aggregating 49,461 tons as compared with 24 ships of 26,773 tons for the same month last year. In fact, this is the largest output for May since 1920, when 61,735 tons were put into the water.

Business in the Scottish iron and steel trade is dull, orders recently placed being few. The shipyards are not making particularly heavy purchases of iron and steel materials, and in fact the home trade generally, with the exception of supplies going to the tube mills, is far from satisfactory. The export trade is expected shortly to improve, since its present activity is below normal, and Continental prices are firm and extended time for deliveries by Continental steel works are being asked.

It is believed that Scottish constructional steel firms will obtain orders for the towers required for the river crossings in connection with the Central Scotland Electricity Scheme. At the Forth River Crossing the towers on each side will be 320 feet in height and there will be a great span of 3,050 feet. The Clyde towers will be 250 feet in height and the span 950 feet.

The majority of the Scottish tweed manufacturers are doing a steady trade. A large part of their business is with the United States, Germany, Japan, and South America.

For the first time for years the hosiery and underwear manufacturers are not busy on the usual lines, but there is activity in the section for the production of knitted woollen goods for outdoor wear.

It is reported that an agreement has been concluded between manufacturers and bleachers in the Belfast linen trade that no flaxen fabrics which are in any way defective must ever be sold to the trade. Hitherto these "tendered" cloths were taken at nominal prices by certain dealers who made considerable profits in their re-sale, too often as "best Belfast-made linens." Henceforth all such linens will be shredded and sent to paper manufacturers.

The marked scarcity of orders which has characterized the Belfast linen market for some weeks continues, as buyers seem to be holding off in the expectation of lower prices, which are not likely to be realized. April exports were about 5 per cent less than for the same month a year ago.

MIDLANDS AND WEST OF ENGLAND ECONOMIC CONDITIONS

ASSISTANT TRADE COMMISSIONER LESTER S. GLASS

BIRMINGHAM AREA

Bristol, May 31, 1928.—Since Easter, Continental prices of iron and steel products have shown a tendency steadily to rise and British producers are looking with satisfaction at full order books. Orders have been secured for many large bridge contracts. The plans for the unification of the Midland electrical centres are progressing. Export trade is picking up.

The output of the leading manufacturers in the motor vehicle trade which centres round Coventry was, as usual, stimulated by the rising tide of business which precedes Easter. The demand, however, has not been maintained. One firm claims to have produced 28 per cent of the cars registered in the first three months of the year. Over half of the total sales have been in the very small light car of around seven horse-power, the sale of which is reacting strongly on the motor cycle trade, as many who formerly could not afford to own an automobile now find the light car well within their means. The mainstay of the motor cycle industry has been the export trade. The market for bicycles has been unprecedentedly good for this time of the year. There has been the usual seasonal demand for charabancs and pleasure buses, which will cease after Whitsuntide.

The silk and artificial silk industry which is centred around Leicester has been subject to unsettled conditions; demand has been almost entirely confined to sports wear. Firms manufacturing anklets and tennis socks have enjoyed a particularly brisk month.

Northampton with its multitude of boot and shoe factories has suffered conditions similar to those surrounding the Leicester area; it is impossible to secure for immediate shipment any but the smallest orders. It is anticipated in this trade, and in that of the knitting mills, that should a period of warm weather come there will be a great rush of buying, which will necessitate working overtime—a condition not to be desired; but owing to the experience of retailers during the last few seasons they have lost confidence in the English summer and will not buy in anticipation of demand.

The hide and leather market has been easing off slightly since Easter.

SOUTH WALES

Conditions in South Wales show promise of betterment in the near future. Colliery owners have been securing fair orders and prices have been steady, and at some mines more business is on hand now than at any time during the past eighteen months. The recent voluntary regulation of output by the South African coal owners is benefiting producers in South Wales. The biggest trouble recently has been to secure transportation.

The tinplate trade continues to show improvement and most of the works have secured satisfactory orders for the future; not only at home but from abroad.

ROYAL EDWARD DOCK EXTENSION

The Prince of Wales formally opened the new eastern arm of the Royal Edward dock extension at Avonmouth on May 23. The eastern arm is approximately 1,700 feet long and 40 feet wide with provision for three deep-water berths at each side. It is equipped with two transit sheds, a transit silo granary, and a grain conveyer granary. The granary has a capacity of 48,000 bushels of grain and the storage capacity of the port is increased to over 10,000,000 bushels. The loading and unloading is accomplished by travelling pneumatic elevators discharging direct from the vessel on to the conveyer bands. The distribution from the granary will be similarly direct to grain cars standing on the tracks outside. It is claimed that this plant is the most up-to-date for handling grain in the United Kingdom.

Also attached to the Avonmouth docks are cold stores which are directly connected with the steamers' discharging berths, having a total storage capacity of 750,000 cubic feet. Accommodation is provided for butter, cheese, meat, and fruit, with direct delivery from steamer without the aid of bargeing or cartage. There is covered storage for from 6,000 to 7,000 standards of timber and open stacking ground to accommodate 8,000 standards.

HIRE-PURCHASE SYSTEM

It is estimated that between 60 per cent and 70 per cent of the motor cars, 10 per cent of the jewellery, and a considerable proportion of the entire range of household goods, are purchased on the hire-purchase system. Coventry is the centre of the motor industry, and Birmingham and its surrounding towns represent the most important area in the manufacture of jewellery and household equipment.

The Birmingham Chamber of Commerce devotes several pages of editorial space to the discussion in its *Journal* of May 5 of the bill which was recently introduced to Parliament. The object of this bill was "to relieve the property of a hire trader already under a bona fide agreement with the hire purchaser from liability of the debts of the hire purchaser". Since 1908 relief has been offered to all owners of such goods as may be on the premises of the debtor except in the case of the hire trader. The debate clearly brought out the fact that this system of buying and selling has come to stay. Although the bill was thrown out, every effort is being made to ensure its early reintroduction into Parliament and passage into law.

BANK CLEARINGS

Bank clearings, although showing a decided increase over those of last year, are less than those of March of this year. The decrease in Birmingham amounts to £195,500; in Bristol, £89,000; and in Leicester, £626,000. There was one working day less in April than in March, and this will account at least in part for the discrepancy. For the most part, however, it is caused by the unprecedented falling off in the usual trade of the Easter holiday. The following are the bank clearings for the three principal centres in this area:—

	Month of April		Per Cent	March	Aggregate Weekly	
	1927	1928	Inc. or Dec.	1928	Totals to May 19	1928
Birmingham	£10,120,000	£10,834,000	7.0	£12,789,000	£53,123,000	£55,943,000
Bristol	4,638,000	4,677,000	0.8	5,766,000	23,263,000	24,467,000
Leicester	3,212,000	3,557,000	10.7	4,183,000	16,572,000	18,901,000
Total.. . . .	£17,970,000	£19,068,000	18.5	£22,738,000	£92,958,000	£99,311,000

WEST OF ENGLAND SUCCESS FOR DOUGLAS FIR

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, June 1, 1928.—On March 23 the Bristol office reported that an effort was being made to have the Bristol Channel ports specify Douglas fir to replace American pitch pine for heavy harbour work. Co-operating with the Agent General for British Columbia, details were placed before the Port of Bristol Authority, the Gloucester and Sharpness Docks, as well as the Great Western Railway who control the South Wales ports.

The Port of Bristol Authority has agreed to alter their specifications to include Douglas fir as a substitute for American pitch pine. The first contract to be considered on the new specification has led to Douglas fir being used. The contract has gone to a West of England firm and is for timber 12 inches x 12 inches and 14 inches x 14 inches.

APPLE TRADE DURING THE SEASON OF 1927-28

FRUIT TRADE COMMISSIONER J. FORSYTH SMITH

Liverpool, May 31, 1928.—The principal features characterizing the fruit trade in the United Kingdom during the 1927-28 season have been the very considerable reduction in both boxed and barrelled transatlantic supplies, and especially in barrels, as compared with the previous season, the relative shortage of British Columbia boxed apples, the small quantities of Ontario apples sent forward, and the heavy supplies of English apples that were present on the market throughout the season and until an unusually late date. The shortage of the crop of Virginia barrelled apples, whose overwhelming supplies of bright-coloured York Imperials, Ben Davis, and Winesaps usually offer the keenest competition to Canadian fruit, was a very satisfactory feature from the Nova Scotia and Ontario standpoint, and was responsible for the fact that Canadian barrel apple prices in the northern markets were, in general, very satisfactorily maintained throughout the season. In London, however, English apples, especially Bramley Seedlings and other popular cooking varieties, had a continuously adverse effect on the situation, as they were not only offered in quantity during much the greater part of the season, but comprising a considerable proportion of poor-quality fruit, had a particularly unfortunate reaction on prices. In London therefore Canadian green varieties were placed at a very great disadvantage, and prices of these in general were very unsatisfactory. Though

the reduction in the supplies of boxed apples was not as marked as in the cases of barrels, the quantities sent forward were very considerably less than in 1926-27, and this resulted in the maintenance of prices on a level considerably higher than prevailed last season. Apart from conditions of supply, however, the demand from the consuming public was much weaker than usual, only partly accounted for by general conditions of industrial depression, and there was a very slow and draggy movement right from the beginning of the season. Even the Christmas season failed to give the usual stimulus to the fruit market, and members of the trade reported the pre-Christmas period as one of the most depressing in their experience, consumer demand being unaccountably sluggish and retail stocks hanging on hand in a way that is fortunately far from common.

Nova Scotia apples have been shipped in quantity to all the principal markets, and have in general been on a level with average condition and quality, though the trade still continue to make more or less justified complaints as to colour and as to the size of some varieties, and inferior packs have been offered in sufficient quantities to justify considerable adverse comment.

The Ontario crop was short, and the supplies offered on the British market were therefore very small, the general barrel crop situation in North America resulting in home prices that made export business less attractive than usual. In general the fruit sent forward, which was consigned mainly to Liverpool and Glasgow, was excellent in quality and condition, and returned high prices to the shippers. Special comment has been made by the trade on the large proportion of tight barrels delivered by Ontario shippers. It is noteworthy that Liverpool has been making steady advances as a point of distribution for Ontario apples and is now outstripping Glasgow, which for long held the supremacy in this regard.

British Columbia apples have been offered in considerably smaller quantities than last season, but have been extensively distributed, and in general have been much appreciated, with the exception of Jonathans, a large proportion of which have been affected with Jonathan breakdown, particularly marked of course in the larger sizes.

In spite of the unsatisfactory demand situation described above, the general level of barrel apple prices throughout the season has been definitely higher than in the season 1926-27. Boxed apples, in spite of draggy movement during a portion of the season, also returned values substantially greater than last season.

NITRATE PRICES

The nitrogenous fertilizer industries, both synthetic and natural, are at present conducting an extensive campaign to increase world consumption, says the *Manchester Guardian Commercial*. This is the natural result of the rapid development of the synthetic process which has not only kept fertilizer prices low but has also introduced a real danger of over-production. Certainly the possibilities of increased fertilizer consumption are considerable. India, China, and Japan are considered particularly attractive fields in this connection, and the adoption of intensive cultivation methods generally may be regarded as one of the sure things of the future. But these factors are still only in the sphere of probability, and meanwhile production goes on. Mr. Speyer, who has made a special study of the subject, predicts that from 7,000 tons in 1913 and 1,400,000 tons in 1926 the figure for synthetic nitrogen production by 1930-31 will have reached 2,332,000 tons, and that in the three years ending June, 1931, an additional 2,286,000 tons will be available. Will demand keep pace, even if agricultural opinion be sufficiently quickly educated? The outlook suggests an era of keener price-cutting, but the more likely development is that producers of the synthetic variety will come to an agreement. Producers of Chilean nitrates are already moving in this direction.

REVIEW OF AUSTRALIAN TRADE, 1926-27*

TRADE COMMISSIONER D. H. ROSS

IV—Importations of Interest to Canada**AUSTRALIAN IMPORTS OF MOTOR CARS FROM ALL COUNTRIES**

The importation of motor car chassis into Australia in 1926-27 constituted a record in number and values, and gave the Commonwealth a leading position as a market for oversea manufacturers. While there was a decrease in the number and value of motor car bodies (the building of which is now a considerable domestic industry), importations of chassis in 1926-27 were valued at £12,764,559 (\$62,120,864), or an increase of £1,970,309 (\$9,588,837) over the previous year.

On reference to the appended schedule, the steady increase in the value of importations from the United Kingdom will be noted as the most marked development in the trade. During the last two years a number of leading British manufacturers have visited Australia and tested their cars on all sorts and conditions of roads, with the result that their cars are now claimed to be competitive in every way with those made in other countries.

In September, 1927, the Commonwealth customs duties (dwelt upon in a subsequent paragraph) were altered, whereby British motor car bodies and chassis now enjoy an exceptional preferential advantage over those manufactured in other countries. While it is anticipated that the imports in 1927-28 will not be of the same volume as in the previous year, it is considered that the British cars will continue to at least hold their proportion of the trade.

The following comparative schedules, showing the total Australian importations of motor car bodies and chassis from each country of origin from 1924-25 to 1926-27, are submitted for the information of Canadian manufacturers:—

Imports of Bodies for Motor Cars, Lorries, Wagons, and Parts, n.e.i.

Country of Origin	1924-25	1925-26	1926-27
United Kingdom	£ 241,751	£ 188,574	£ 95,012
Canada	32,464	10,356	8,263
Austria	72	443	....
Belgium	2,777	2,407	2,859
France	27,412	18,380	11,476
Germany	2,467	1,323	740
Italy	31,639	27,368	30,542
United States	771,040	934,201	1,261,288
Other countries	120	821	3,023
	<u>£1,109,742</u>	<u>£1,183,873</u>	<u>£1,413,203</u>

Imports of Chassis for Motor Cars, Lorries, Wagons, and Parts (but excluding Rubber Tyres)

Country of Origin	1924-25	1925-26	1926-27
United Kingdom	£ 1,872,434	£ 2,467,261	£ 3,279,448
Canada	1,268,039	923,632	1,083,529
New Zealand . . . . .	....	....	3,615
Austria	221	1,087	....
Belgium	48,200	28,196	24,512
France	344,445	245,396	236,431
Germany	14,923	8,036	5,098
Italy	413,243	320,987	233,165
Switzerland	5,458	7,021	773
United States	6,524,207	6,791,905	7,897,388
Other countries	2,279	729	600
	<u>£10,493,449</u>	<u>£10,794,250</u>	<u>£12,764,559</u>

* Former reports in this series appeared in Nos. 1269 to 1271. The section in No. 1269 included a general review of Australian trade, with statistics of the overseas trade of the different states, comparison of the free with dutiable imports, Australian imports and exports from British and foreign countries, and a general comparison of the trade of Canada and Australia. The section in No. 1270 gave a comparative view of the trade of Canada and Australia (with tables illustrating reciprocal benefits derived under the Canadian-Australian trade agreement), and of Australian trade with the United States. The first section of the part entitled "Importations of Interest to Canada," giving details of the imports of Canadian agricultural implements and machinery, and of the production and exports of Australian agricultural implement factories, was published in No. 1271.

IMPORTATION OF CARS FROM CANADA, 1925-26 TO 1926-27

In 1925-26 there was a decline in the value of the importations of Canadian motor car chassis into Australia in comparison with the previous year, but in 1926-27 the increase in values was £159,897. The number of chassis imported from Canada in 1925-26 was 12,251, and in 1926-27 the number was increased to 16,557, thus indicating an all-round decrease in valuation, consequent upon the general reduction in cost of production.

The total value of importations from Canada in 1926-27 was compiled as follows:—

Chassis, unassembled No. 16,118, valued at	£ 971,000
Chassis, assembled, No. 439, valued at	37,456
Chassis parts, valued at	75,073
Motor car bodies, No. 74, valued at	8,263
	<hr/>
	£1,091,792

The leading manufacturers of Canadian motor cars have well-established branches in Australia to which consignments are shipped in bulk, and, in the main, because of the extremely high customs duties, Australian-built motor bodies are mounted to complete cars ready for the road.

The imports from Canada during recent years are, for comparative purposes, shown thus:—

	1924-25	1925-26	1926-27
Canadian motor cars	£1,300,503	£933,988	£1,091,792

MOTOR TRUCKS AND OMNIBUSES

The improvement in country roads in all the Australian states has contributed largely to the popularity of all classes of motor traction. The competition of privately owned companies with Government-owned railways has recently been followed by restrictive legislation which greatly hampers omnibus services inaugurated at considerable cost. Public agitation against the drastic curtailment of the conveniences formerly enjoyed will probably cause a revision and modification of the restrictions now imposed.

Motor trucks for both city and country deliveries are popular, varying in size from the modest and speedy 1-ton truck to heavier trucks of 5 tons and larger capacity. Loads are regulated by road control boards and the strength of bridges to carry them.

AUSTRALIAN CUSTOMS DUTIES ON MOTOR CHASSIS AND BODIES

At the end of September, 1927, the Commonwealth customs duties were altered by increasing the duties on chassis made in all countries except the United Kingdom, hence the decided preference British manufacturers now enjoy is thus illustrated:—

	British Preferential	Intermediate	General
Unassembled chassis	Free	12½ p.c.	17½ p.c.
(net duty)	Free	13½ p.c.	19½ p.c.
Assembled chassis	5 p.c.	20 p.c.	25 p.c.
(net duty)	5½ p.c.	22 p.c.	27½ p.c.
Single seated bodies, each	£30	£35	£40
Double seated bodies, each	£50	£55	£60
Limousine, etc., bodies, each	£65	£70	£75
“ “ “ or if higher	40 p.c.	50 p.c.	55 p.c.
“ “ “ including 10 p.c. on value	44 p.c.	55 p.c.	60½ p.c.

Under the Canadian-Australian trade agreement, Canadian chassis are admitted into Australia under the intermediate schedule of duties, but motor car bodies are dutiable under the general tariff rates.

Several extensive industries, encouraged by the heavy customs duties in their favour, are now established in leading Australian cities, solely in the production of motor car bodies, though there are still considerable importations—particularly of limousine or other closed bodies—chiefly from the United States.

IMPORTS OF BICYCLES, VEHICLES AND PARTS, ETC.

Under the miscellaneous tabulation, imports from Canada increased by £13,635 in comparison with 1925-26, which is entirely attributable to Canadian vehicle parts (springs, axles, hoods, wheels, etc.), which have, under the trade agreement, a net preference of $5\frac{1}{2}$ per cent over foreign countries. Other items in the imports from Canada show a considerable contraction. The appended schedules give the value of the total imports—and the imports from Canada—of bicycles and parts, and vehicles and parts, for the years 1925-26 and 1926-27. The extent of the trade is illustrated thus:—

Total Australian imports	1925-26	1926-27	+ Increase — Decrease
Aircraft and parts	£ 95,756	£ 60,731	—£ 35,025
Bicycles, tricycles, etc.	11,904	11,201	— 703
Cycle parts, plated or brazed	128,635	138,738	+ 10,103
Parts of sidecar undercarriage	1,794	1,492	— 302
Horns, reflectors, etc.	99,306	115,179	+ 15,873
Cycle parts, n.e.i.	165,144	170,881	+ 5,737
Valves for pneumatic tires, etc.	374,749	506,124	+ 131,375
Cycle tubing	15,031	21,149	+ 6,118
Cycles and frames	716,557	688,004	— 28,553
Side cars	298	688	+ 390
Axles and axle-boxes, ball bearing	15,396	12,617	— 2,779
Axles, n.e.i.	27,504	19,055	— 8,449
Balls for cycle bearings	1,809	1,378	— 431
Perambulators and go-carts and parts	16,687	18,796	+ 2,109
Railway and tramway vehicles	67,901	276,772	+ 208,871
Springs for vehicles	12,625	14,161	+ 1,536
Vehicles, n.e.i.	165,749	53,311	— 112,438
Vehicle parts, n.e.i.	1,153,805	1,251,947	+ 98,142
Wheels	78,617	31,956	— 46,661
	£3,149,267	£3,394,180	+ £244,913

Total Imports from Canada	1925-26	1926-27	+ Increase — Decrease
Aircraft material	£ 946	£ 155	—£ 791
Bicycles, tricycles, etc.	1,874	49	— 1,825
Cycle parts, plated or brazed	4,726	4,694	— 32
Horns reflectors, etc.	5,058	5,328	+ 270
Cycle parts, n.e.i.	2,070	416	— 1,654
Valves for pneumatic tires, etc.	10,218	6,521	— 3,697
Cycle tubing	83	57	— 26
Axles and axle-boxes, ball-bearing	7,191	2,234	— 4,957
Axles n.e.i.	535	—	— 535
Springs for vehicles	1,573	3,538	+ 1,965
Vehicles, n.e.i.	7,588	5,807	— 1,781
Vehicle parts, n.e.i.	78,326	105,445	+ 27,119
Wheels	432	11	— 421
	£ 120,620	£ 134,255	+ £ 13,635

AUSTRALIAN IMPORTS OF PAPER, PULP, AND STATIONERY

Australia as a market for Canadian paper was the subject of a comprehensive report which appeared in *Commercial Intelligence Journal* No. 1209 (April 2, 1927), hence it is not considered necessary to reiterate what has so recently been made available to Canadian paper mills, more particularly as the leading companies have capable representation in the principal cities in the Commonwealth.

The importations of all classes of paper in 1926-27 exceeded those for the previous year by £687,367. Appended is a summary of the total Australian imports of paper, pulp, books, and stationery lines during the last two fiscal years:—

	Imports 1925-26	Imports 1926-27
Newsprint and printing papers	£2,853,232	£3,232,956
Wrapping papers, including Kraft	348,154	401,131
Writing and typewriting papers	553,851	657,773
Other papers	721,753	862,416
Paperhangings and wallpaper	114,480	124,561
Total paper imports	£4,591,470	£5,278,837
Wood pulp, chemical	217,562	158,044
Wood pulp, mechanical	9,560	12,883
Stationery, books and sundries	2,534,991	2,656,750
	£7,353,583	£8,106,514

AUSTRALIAN IMPORTS OF PAPER FROM CANADA, 1923-24 TO 1926-27

Imports of Canadian paper into Australia since the trade agreement between the two countries came into operation on October 1, 1925, have shown great expansion. Under the agreement Australia admits Canadian newsprint and printing paper free of duty, the same as from the United Kingdom, as against a duty of £3 (\$14.60) per long ton on similar paper of foreign origin; and another class of Canadian printing paper, as well as writing and typewriting paper, is also accorded the British preference of 10 per cent over these types of paper from other countries. The substantial gains derived by Canadian paper mills through the trade agreement are clearly indicated in the appended comparative schedule of the imports from Canada during the last four fiscal years:—

Paper from Canada	1923-24	1924-25	1925-26	1926-27
Printing paper, news, etc.	£ 63,535	£ 19,952	£248,336	£683,944
Wrapping and kraft papers	94,521	93,757	68,687	47,453
Writing and typewriting	17,657	13,194	21,129	28,185
Paper, all other	12,365	12,249	12,450	7,603
Wallpapers	21,952	17,847	16,683	17,033
Other paper goods	13,326	14,151	10,119	6,648
	£223,356	£171,150	£377,404	£790,866

IMPORTS OF NEWSPRINT AND OTHER PRINTING PAPERS

The appended schedules illustrate the total Australian importations of newsprint and other printing papers (i.e. glazed and unglazed, mill-glazed or coated, in plain sheets or rolls) and the variation in values from each country of origin during the last three fiscal years.

Australian Imports of Newsprint

Country of Origin	1924-25	1925-26	1926-27
United Kingdom	£1,724,648	£1,770,089	£1,585,517
Canada	11,003	241,309	649,914
Norway	193,694	101,174	54,971
Sweden	169,639	45,300	82,093
United States .. . . .	.....	.....	1,821
Other countries	2,974	595	2,207
	£2,101,958	£2,158,467	£2,376,523

Australian Imports of Glazed, Unglazed, Mill-glazed, or Coated Papers

Country of Origin	1924-25	1925-26	1926-27
United Kingdom	£555,720	£579,362	£698,008
Canada	8,949	7,026	33,987
Belgium	2,077	378	3,616
Germany	9,443	7,261	19,557
Netherlands	885	938	7,346
Norway	65,286	62,131	46,368
Sweden	36,299	28,772	36,157
United States	8,377	7,051	8,565
Other countries	3,309	1,344	2,263
	£690,345	£694,263	£855,867

IMPORTS OF NEWSPRINT AND WRITING PAPERS, 1926-27

Details of the importations, by countries of origin, of printing and writing papers into Australia in 1926-27 are shown as follows:—

Country	Newsprint		Glazed and Unglazed		Writing and Typing
	In Rolls	In Sheets	n.e.i. In Rolls	n.e.i. In Sheets	
United Kingdom	£1,466,035	£119,482	£115,197	£582,811	£489,401
Canada	514,340	135,574	7,027	26,960	28,185
Austria . . . . .	....	....	....	861	2,753
Belgium . . . . .	....	....	501	3,115	860
Czechoslovakia . . . . .	....	....	13	416	211
Finland	86	225	....	805	11,492
Germany	861	700	2,441	17,116	11,609
Netherlands . . . . .	....	....	....	7,346	3,223
Norway	47,137	7,834	5,623	40,745	70,472
Sweden	60,390	21,703	2,835	33,322	26,105
United States . . . . .	....	1,821	209	8,356	12,678
Other countries	172	163	103	65	784
	£2,089,021	£287,502	£133,949	£721,918	£627,773

AUSTRALIAN IMPORTS OF KRAFT AND WRAPPING PAPERS, 1926-27

Importations of kraft paper from Canada have been steadily declining since the fiscal year of 1925-26, the value of the imports in 1926-27 being about 50 per cent less than two years ago. This position appears inexplicable to importers in view of the increase in importations of newsprint, but no preference is conceded on Canadian kraft.

The Commonwealth customs duties on kraft are £8 per ton British preferential and £10 per ton on importations from all other countries. These high duties are of great advantage to Australian mills producing kraft paper, the quality of which has improved considerably in recent years.

It is conceded by importers and users that the quality of Canadian kraft is superior to that made in other countries, but the difficulty is to obtain the quantities desired in regular shipments. Obviously, quotations must be competitive to secure business, though for some bag-making machines Canadian kraft is preferred at a slightly greater cost.

Possibly the domestic demand, or more profitable markets elsewhere, may be the reason why Canadian mills making kraft paper are shipping less of their output to Australia than in previous years.

The appended schedule supplies particulars relative to the importation of wrapping and kraft papers into Australia in 1926-27 from all countries:—

Country	Kraft	Other Brown	Mill-Glazed Sulphites	Glazed Sulphites	Carton Casings, Caps, etc., n.e.i.
					n.e.i.
United Kingdom	£ 800	£ 964	£ 335	£ 549	£ 14,405
Canada	41,997	1,436	2,856	....	1,164
Austria . . . . .	....	....	....	....	650
Belgium . . . . .	....	....	....	....	350
Finland	4,333	....	....	....	1,419
Germany	450	298	667	370	14,863
Japan . . . . .	....	....	....	....	14,021
Netherlands	322	213	....	....	591
Norway	15,409	1,533	2,022	69	36,872
Sweden	103,287	7,199	26,755	2,551	73,222
United States	1,639	4,480	487	....	21,446
Other countries	503	85	70	44	405
	£168,740	£16,208	£33,192	£3,583	£179,408

AUSTRALIAN IMPORTS OF VARIOUS PAPERS AND BOARDS (N.E.I.)

Considering the extent and variety of production of paper in Canada, it appears anomalous that in the appended classifications of Australian imports in 1926-27 the Dominion is credited with only £7,963 out of a total of £862,416.

Some of these items, particularly those of considerable value, are commended to Canadian mills as being worthy of serious consideration.

The imports from Canada, compared with the total imports from all countries, are submitted for general information:—

Class of Paper	Imports 1926-27	
	From Canada	Total Imports
Absorbent paper (for machines)	£1,515	£ 17,299
Blotting . . . . .	...	43,578
Box-makers' designs, printed and fancy . . . . .	...	6,795
Cartridge . . . . .	...	20,636
Copying and manifold copying . . . . .	...	2,589
Cover-paper, pressings . . . . .	...	1,917
Other cover-paper	57	17,443
Electrical insulating paper and boards . . . . .	...	26,353
Filter . . . . .	...	7,612
Fruit wrapping	619	40,948
Gummed paper, n.e.i.	1	16,917
Litmus . . . . .	...	863
Monotype paper . . . . .	...	771
Paper and boards for photo emulsions . . . . .	...	26,529
Paper felt and carpet paper felt . . . . .	...	435
Parchment cut and uncut . . . . .	...	2,674
Parchment, printed . . . . .	...	73
Roofing felt and paper	292	45,457
Ruled or water-line paper . . . . .	...	351
Stay paper and stay cloth, gummed	2,102	9,189
Stencil carbon	1,160	58,625
Surface-coated paper, n.e.i.	72	42,854
Tissue and tissue-cap paper	2	86,692
True vegetable parchment . . . . .	...	48,172
Waste paper and shavings . . . . .	...	1,321
Paper, n.e.i.	519	72,739
Millboards . . . . .	...	5,464
Strawboard, unlined . . . . .	...	23,752
Strawboard, lined . . . . .	...	11,932
Strawboard, corrugated . . . . .	...	43
Other boards (unclassified)	1,624	222,393
	£7,963	£862,416

BUSINESS OPPORTUNITIES IN BARBADOS

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, May 25, 1928.—Barbados, the most easterly of the West Indian islands, lies in latitude 13° 14' N. and longitude 59° 37' W. It is approximately 21 miles long and 14 broad, with a total area of 166 square miles and a population of 156,312, or more than 940 to the square mile. Less than 5 per cent of the inhabitants are white. There are no natural harbours in the island. Carlisle Bay, on which is located the capital and principal town, Bridgetown (population 16,648), forms an open roadstead.

The island is of coral formation with the exception of the northeast section, which is volcanic in origin, and is entirely surrounded by coral reefs. On the whole the island is very flat, but rises in gentle undulations to the highest point, 1,105 feet. The shallow soil, which is remarkably fertile, has been formed by successive deposits of volcanic ash, the last of which fell in 1902 when La Soufriere in St. Vincent was in eruption.

INDUSTRIES AND TRADE OPPORTUNITIES

Sugar-cane cultivation forms the chief industry of the colony. Barbados was the first place in the British Dominions in which the sugar cane was planted. Large quantities of the cane juice are manufactured into fancy molasses and marketed in Canada. The area under sugar cane is about 7,400 acres. The sea island cotton industry has been revived, and about 2,000 acres are given to its growth, but at present the market for this substance is depressed.

CANADIAN TRADE WITH BARBADOS

Total imports into Barbados from Canada, according to the returns of the Dominion Bureau of Statistics, during the calendar year 1927 amounted to \$1,660,912. The total exports to Canada in the same period totalled \$6,001,692. In the Canadian fiscal year ending March 31, 1927, Barbados exported to Canada chiefly sugar valued at \$2,090,500; and molasses, \$1,658,826. Imports from Canada during the same period were made up chiefly of flour, \$402,059; oilcake, \$139,649; fish, \$87,483; oats, \$83,650; manufactures of rubber, \$73,894; meats, \$69,233; sugar and its products, \$66,434; butter, \$28,121; planks and boards, \$160,678; ammonium sulphate, \$85,901; shooks, \$71,237; automobiles, \$56,212; shingles, \$42,963; staves and heads, \$30,940.

Imports from Canada comprise 20.5 per cent of the total: the United Kingdom is credited with 30.9 per cent and the United States with 21.6 per cent. Due to its isolation from other colonies of the Eastern Group, and the fact that it has always been a British colony, the sentiments, customs, and manners of the people are distinctively English. In addition to the products mentioned above, Canadian goods imported are principally foodstuffs such as potatoes, biscuits, cheese, lard and lard substitutes, condensed milk, bacon and hams, salt beef and pork. Other imports from Canada are hay, common soap, boots and shoes, white pine, and Douglas fir. Opportunities exist, providing prices are competitive, for the extension of the market in all of the above lines as well as for cordage, empty bags and sacks, hardware, paints and colours, and wrapping paper.

The bulk of the business in salted beef and pork is in the hands of United States packers, who, it is stated, supply the cuts demanded, the proper pickle, and the desired type of beef and pork.

The attention of Canadian exporters is directed to Trade Inquiries from Barbados on pages 900 and 901 in this issue.

THE LEEWARD ISLANDS

ACTING TRADE COMMISSIONER R. T. YOUNG

Geographical

Port of Spain, May 18, 1928.—The colony of the Leeward Islands includes the Presidencies of Antigua, St. Christopher (St. Kitts)-Nevis, Dominica, Montserrat, and the Virgin Islands, and lies between 15° and 19° N. latitude and 61° and 65° W. longitude, together with a number of smaller islands included in the Presidencies of Antigua and St. Christopher-Nevis.

The total area of the colony is about 716 square miles, with a population divided according to the last decennial census as follows:—

	Area (Sq. Miles)	Population (1921)
Antigua	108	28,864
Barbuda	62	903
St. Christopher	66	22,415
Nevis	50	11,569
Anguilla	35	4,230
Dominica	305	37,059
Montserrat	32	12,120
Virgin Islands	58	5,082
Totals	716	122,242

About 5 per cent of the population is white.

ANTIGUA

Antigua, which is situated $17^{\circ} 6' N.$ latitude and $61^{\circ} 45' W.$ longitude, is about 70 miles in circumference. In the southwest or mountainous section of the island the soil is derived from the weathering of unstratified volcanic rocks of which the hills are composed, and when supplied with natural fertilizer it is rich and suitable for the cultivation of yams, bananas, pineapples, and similar products, but due to the irregular nature of the land not much of this district is adapted for sugar planting. The central plain is of heavy clay soils derived from the weathering of the underlying stratified rocks consisting of sandstones and claystones shales, which require liberal manuring and thorough tilling, when they form excellent land for cane cultivation. The hills of the north and east are of coral formation and the soils consequently highly calcareous, but usually containing sufficient clay to make them fertile. The ease with which they are tilled and drained makes them extremely productive when the rainfall is abundant.

The natural formation of the rocky and bold coasts makes entrance to land extremely difficult but provides many natural harbours, the best known being St. John's harbour on the northwest.

St. John's, the capital of Antigua and principal port, is a well-laid-out city, covering an area of about 150 acres, with a population of about 8,000. The water supply is obtained from two reservoirs of 2,640,000 and 480,000 gallons respectively, into which water is pumped from Body Ponds. Electric light is supplied by a local company and was installed in 1921.

Sugar cane cultivation is the mainstay of Antigua, the cultivated portions of the island outside of St. John's being given to sugar estates. Pineapples at one time, especially from the southerly district, formed a considerable export. During recent years minor crops such as cotton and limes have been produced, but the absence of shipping facilities and poor markets have caused the industry to be neglected. Onions of recent years have formed a considerable though variable article of export and are often grown as a catch crop. Antigua is subject to severe droughts; the average annual rainfall is as low as 46 inches.

ST. CHRISTOPHER

For administrative purposes St. Christopher, Nevis, and Anguilla are included in one presidency. The island of St. Christopher is situated $17^{\circ} 18' N.$ latitude and $62^{\circ} 48' W.$ longitude. The principal town and port, Basseterre, has about 9,000 inhabitants and is distant from St. John's, Antigua, by 60 miles, and Charlestown, Nevis, by 11 miles.

The average and fairly constant width of the island is about 5 miles, with a maximum length of 19 miles and an area of 68 square miles. The island is separated on the northwest from the Dutch island of St. Eustatius (Statia) by a channel six miles wide and nowhere exceeding five fathoms in depth.

St. Kitts is very mountainous, consisting of a lofty range separated into three distinct groups. From sea level to 700 to 800 feet, and sometimes up to 1,000 feet on the windward side, the land is mostly under sugar cane. Up to 1,100 feet the land is planted in ground provisions or is in pasture, while above 1,100 feet the mountains are covered by virgin forests, protected by law. The volcanic glacis of the lower levels is traversed by deep ravines (ghauts or guts), which due to its extremely loose and porous nature tend to take a V-shaped form rather than the U-shaped or gorge-like form of the Dominica valleys.

No natural harbours exist in St. Kitts, Basseterre affording an open roadstead exposed to southerly winds and a dangerous anchorage in times of hurricane.

Geologically, St. Kitts belongs to the western or volcanic chain of islands of which Montserrat, Dominica, and the southern parts of Antigua and Guadeloupe are representatives.

NEVIS

The island of Nevis (Mevis or Mievis), which was united with St. Kitts in 1882, is situated $17^{\circ} 10'$ N. latitude and $62^{\circ} 23'$ W. longitude, and has an area of 50 square miles. It is separated from St. Kitts by a strait, "The Narrows", two miles in width at its narrowest point. The distance between Basseterre and Charlestown, the principal town and port (population 1,100), is from 11 to 12 miles, the ordinary means of communication being in open boats of about 15 tons.

The island has a maximum length from north to south of eight miles, and a breadth of six miles and a half. It consists of an almost symmetrical cone with adventitious cones on the east, south, and north sides. The main peak rises to a height of 3,596 feet. From the central peak the foothills traversed by dry ghauts or guts slope gently to the sea, which they reach in low cliffs or flat beaches. The slope of these hills is less steep than in St. Kitts, and at different points, particularly near Charlestown and Newcastle, are large areas of flat ground.

While superficially Nevis appears to resemble St. Kitts, a marked contrast between the two islands is found to exist upon closer examination. In the first instance, the foothills in Nevis are not composed of a fine glaucous volcanic ash, as in the case of St. Kitts, but of a coarse boulder formation, which is scattered all over the island, sometimes as large as a cottage and in a profusion similar to the heavily glaciated districts of Gaspé. This entails the clearing repeatedly of stones and draining of fields before cultivation, with the result of poor crops of cane. Consequently, much of the land is only suitable for coarse pasture and is in marked contrast with the fresh green colouring of the foothills of St. Kitts.

The only deposit of economic importance in Nevis is the pottery clay at Newcastle, and the industry is confined to a few inhabitants of the district, who mould the clay by hand into earthenware vessels and coal pots. The absence of rivers in Nevis renders the provision of an adequate water supply a matter of difficulty, especially in the northern and western parts.

MONTSERRAT

Montserrat, situated 25 miles from Antigua and 35 miles from Nevis, lies $16^{\circ} 45'$ N. latitude and 61° W. longitude, and is about 11 miles in length and 7 miles in breadth.

The island is of volcanic formation and is, as its name implies, very rugged and mountainous. There are three groups of mountains, the highest point, the Soufriere, 3,000 feet in elevation, being in the southern part of the island, while the cultivable slopes are mainly on the western and southeastern sides. The chief town and port of entry, Plymouth (population 1,534), on the southwestern coast, faces an open roadstead. Cotton, the principal export, has of late years rapidly displaced to a great extent limes and sugar, formerly the staple articles of production. The cultivation of limes was commenced in 1852. Papain, the dried juice of the papaw, remarkable for its digestive qualities, and bay oil form two important minor industries.

Like Nevis, Montserrat was first colonized by a small number of settlers from St. Kitts detached from adventurers under Warner. The old families of Montserrat have retained the characteristics of the Irish people which distinguishes them among West Indians. Even to the present day, the labourers as a whole show the characteristics of the early white settlers.

DOMINICA

Dominica, the largest of the Leeward Islands, lies between 15° 10' and 15° 40' N. lat. and 61° 14' and 61° 30' W. long., 85 miles southeast of Montserrat and halfway between Martinique and Guadeloupe, from each of which it is distant about 30 miles. Roseau, the capital and port, has a population of 6,803.

Dominica is an island with future possibilities. It is of volcanic formation, as evidenced by the many sulphur springs, and its mountains are the highest in the Caribbean Islands. It has a rich soil, and is well wooded and watered. The mountain sides and deep ravines are still largely clad with rich virgin forest in which valuable timber is to be found. Although amply provided with supplies of fresh water, Dominica, on the other hand, has no harbours and but few deep bays and indentations.

VIRGIN ISLANDS

The British Virgin Islands, about thirty-two in number, include Tortola, Virgin Gorda, Anegada, Jost Van Dyke, Peter's Island, and Salt Island. The largest of these islands, which have an estimated area of 58 square miles, is Tortola, situated 18° 27' N. latitude and 64° 39' W. longitude, and form a presidency of the Leeward Islands. The United States own St. Thomas, St. John, and St. Croix, and are known as the Virgin Islands of the United States.

Tortola (population 4,222), the capital of which is Roadtown (population 410), is about 10 miles long and 4 to 6 miles in breadth and is hilly and rugged. The other islands are also small and rugged. They are sparsely inhabited and commercially unimportant.

Industries

Although the lime industry in Dominica, and the cotton industry in Montserrat, Nevis and the Virgin Islands, have practically superseded the cultivation of the cane, sugar still remains the principal industry of Antigua and St. Kitts.

Cotton.—The variety cultivated in the Leeward Islands is that with long silky down called Sea Island or long staple cotton. It is thought to be of American origin, but according to an authority no one has seen it growing wild. The length of the ordinary Sea Island cotton should be 1½ to 2 inches, while the superfine grades are 2 inches and over. Mean length of lint is an inherited characteristic and can be maintained or increased by selection.

During the first years of the Great War, in order to obtain sufficient supplies of Sea Island cotton for aeronautical purposes, the British Government found it necessary to acquire the total output of the Leeward Islands. Exportation of cotton not sold to the Government was prohibited. The cotton bought was ginned, baled and delivered at the port of shipment, the growers being relieved of all difficulties as to the provision of tonnage and of the heavy war rates of insurance.

After the war, when the British Government ceased purchasing cotton, a period of wild speculation ensued, fabulous prices being paid for Sea Island lint. Due to the over-production of cotton as a result of inflated prices, values soon fell, in most cases, below production costs. Owing to the introduction of rayon and celanese, there is at present little demand for the goods made from Sea Island cotton, and with the increased cost of living in recent years, the cost of production has also increased, so that it is found difficult to produce cotton even were there a market at reasonable cost.

Limes, which are grown in the Leeward Islands as a source of citric acid and for use in a fresh condition, are *Citrus medica* *va* *acida*, and are closely allied to the lemon and citron. They are believed to be native to the Far East, and are thought to be indigenous to the valleys of the outer Himalayas and also to the mountain tracts of the Central Provinces of Central India. The Spaniards

are said to have brought the plant into the Mediterranean regions and finally to Martinique whence it found its way into the British islands.

The two islands in the colony in which the lime industry is on a commercial scale are Dominica and Montserrat. In 1922 withertip disease first made its appearance. The various products of the lime shipped are raw and concentrated juice, hand-pressed oil, distilled oil, pickled limes, and fresh fruit.

The outbreak of the withertip disease has very seriously interfered with successful cultivation in Dominica. The nature of the disease has been carefully studied with a view to controlling its ravages, and now the cultivators are faced with what is known as red root disease. Economic difficulties have also arisen. The depressed condition of the industry has been to a large extent due to the accumulated stocks of citrate in Sicily. Prior to 1914, the United States took large quantities of green limes for beverage purposes. In that year Dominica exported to the United States 45,000 barrels of green limes, but in 1920 this number had fallen to 19,000 barrels, while the trade today is almost negligible. The fresh lime has never been well known or widely used in England, and owing to the depreciation of the Italian exchange, the West India product has found it impossible to compete with the Sicilian lemon.

Cocoa.—Many large areas in Dominica are adapted to the cultivation of cocoa, but this industry has been comparatively neglected, while the other islands are not suitable to its cultivation.

Cocoanuts.—Cultivation is of recent introduction in the colony and is rapidly increasing where conditions are favourable. The establishment of the industry is due to efforts to introduce the cultivation of more than one crop into the different islands, in order to avoid the evils involved in dependence on one industry.

Bay Rum was at one time a flourishing trade, notably with Central America, through St. Thomas, which was supplied with bay leaves from the neighbouring island of St. John's, no leaves being grown in St. Thomas. The trade was encouraged by the low import duties on alcohol and rum in the latter island, but since this island has become a United States possession, this trade has been curtailed.

THE FRENCH COLONY OF GUADELOUPE

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, May 31, 1928.—The French West India colony of Guadeloupe, in the centre of the semi-circle formed by the Windward Islands or Lesser Antilles, lies in latitude 15° 59' N. and longitude 63° 54' W. The island is irregular in form and is divided into two distinct sections by a winding natural saltwater canal known as the *Revière Salée* with an average depth of 15 to 20 feet and in width from 90 to 350 feet. Its length is somewhat more than 5 miles, both sides of which are bordered by mangrove swamps. To the west of this canal is situated Guadeloupe proper or *Basse Terre* (364 square miles), while to the east is what is called *Grande-Terre* (255 square miles).

Guadeloupe proper forms an ellipse running north and south, its greatest dimension being over 30 miles and its width about 18 miles. *Grande-Terre* is triangular in shape and has a circumference of approximately 170 miles. The main section of the island is traversed by a chain of volcanic mountains, the largest of which is *La Soufriere* (1,484 feet), last active in 1799. *Grande-Terre* has a series of hills running through its centre from southeast to north-

north-west. There are more than 80 rivers in the island proper, some of which are navigable by barges for a short distance, while Grande-Terre has no true rivers.

The principal anchorage of Guadeloupe is Basse Terre, while Pointe à Pitre, situated in the Grande-Terre section, forms a land-locked harbour of considerable dimensions. To this colony are attached the dependencies of Marie Galante to the south of Grande-Terre, Les Saintes south of Guadeloupe, and La Desirade east of Grande-Terre. St. Martin, the southern part of which is a Dutch colony, and St. Barthelmy, 30 to 40 miles north of St. Kitts, are also dependencies of Guadeloupe.

The population of the colony is 229,822, mostly blacks, but there is also a considerable white population of French creoles and Assyrians. The language spoken is a corrupt French. The metric system of weights and measures is used, although importers are accustomed to avoirdupois weights and measures. There is a local nickel currency issued by the government, based on the franc, but the local notes of the Canadian banks operating in the West Indies are accepted in terms of the local currency.

The capital is Basse Terre (population 8,318), situated on the southwest coast of Basse-Terre or Guadeloupe Proprement Dite, but the chief commercial centre is Pointe à Pitre (population approximately 22,000) in Grande Terre to the east of the Rivière Salée at its southern end.

INDUSTRIES

Sugar, which is cultivated in Grande-Terre, is the principal crop of Guadeloupe, but cereals, cocoa, coffee, vanilla, and cotton, together with tropical vegetables, form important crops. During 1927 sugar production totalled 24,000 metric tons, against 34,500 tons in 1926 and 40,000 tons in 1925. All production in 1927 showed a falling off with the exception of rum. The decrease in sugar is attributed to the poor yield obtained during the cutting season followed by torrential rains which affected manufacturing. Sugar cane cultivation has not been carried out on as scientific a basis as in some of the other West India Islands. The principal industry having shown a tendency to diminish, it has been found desirable to cultivate crops other than sugar cane. Bananas grow plentifully in the island and are of good quality, but transportation difficulties form a barrier to successful export trade.

TRADE

The trade of the colony for the past three years was as follows:—

	1925	1926	1927
ImportsFr.	132,566,490	136,814,500	76,063,000 (to July 31)
ExportsFr.	154,871,706	158,858,835	137,537,723

The only commodities in which Canadian exporters can compete are food-stuffs, as the tariff on all other goods is prohibitive. At the present time United States exporters enjoy a prosperous trade with the French islands in food-stuffs, but there is a strong desire on the part of many of the responsible merchants to trade with Canada.

Canadian exports are so far small, but show a tendency to increase. They are made up almost entirely of flour and lumber from both the West and East coasts, but opportunities exist for the sale of potatoes, onions, cheese, butter, canned fruit, canned salmon, split peas, beans, pickled pork and beef, pork offals, bacon and ham, hay, oats, lard and lard substitutes, white pine, lumber, Douglas fir, and rubber-soled canvas shoes.

While a number of steamship lines operating from New York serve the colony, the Canadian National Steamships also provide a direct service from Montreal and Halifax. The Royal Bank of Canada maintains a branch in Pointe à Pitre and one also in Basse Terre, so that the financial standing and integrity of any trader or merchant may be easily obtained. The usual terms are sight draft, documents attached, and on some lines 15 to 30 days' sight draft.

Attention is directed to a number of Trade Inquiries from Guadeloupe published on pages 900 and 901 in this issue.

CROP DIVERSIFICATION IN CUBA

TRADE COMMISSIONER JAMES CORMACK

Havana, May 25, 1928.—Cuba is generally regarded as a two-crop country, devoted to the growing of sugar and tobacco. In the past that has been true to a large extent, but recently the Government has in a special way been advocating crop diversification. This week a special emissary is being sent to Europe to stimulate emigration to Cuba, and small areas for farming are being offered free to bona-fide applicants.

The Government has also established in each province agricultural experimental stations. They are furnished with first-class breeding stallions, hogs, etc., so that farmers, both native and foreign, may free of cost improve their live stock. Grain and other forage crops have been imported from all parts of the world and tried out at these stations.

VEGETABLE AND FRUIT PRODUCTION

Although the fabulous profits obtained in former years by sugar planters in Cuba were the main cause for the neglect of the cultivation of minor agricultural products on a large scale, the experience of the past few years with low prices has been responsible for the big development of large tracts of land for vegetables and fruits. The fertility of the soil is proverbial, and Cuba has much to offer the truck and fruit farmer. Situated just within the Tropic of Cancer, the island is free from snow and frost, and growers of fruits and vegetables find a ready market during the winter season in the United States, where the population has acquired the habit of eating fresh fruit and vegetables all the year round, and are willing to pay big prices for them.

Wheat, rye, barley, and oats can be grown on the elevated plateaux of Santa Clara and Oriente provinces, but they have been proved to be unprofitable. Sweet corn also does not grow well in this latitude, but almost every other variety of vegetable, fruit, grain, tuber, and vine gives promise of successful cultivation. Apples and pears are not suited to Cuba, as they require sufficient cold in winter to check the flow of sap.

WHAT IS BEING GROWN

Many varieties of peaches, plums, and grapes, however, do well, although so far their cultivation has not been generally attempted. Citrus fruits are at home in this latitude, as are bananas, pineapples, figs, and mangoes. Strawberries bear throughout nearly every month of the year. Grass and forage plants adapted to every variety of soil grow in abundance.

For nearly a century the rich partially irrigated valley or basin surrounding the town of Guines, forty miles southwest of the capital, has been the vegetable garden of Havana. Potatoes (Irish and sweet), tomatoes, cabbage, peppers, and beans from this locality supply the local markets of the province, while thousands of crates are shipped during the winter and early spring to the United States.

At least one-half of the province of Pinar del Rio, including the coast plain stretching along the shores of the Gulf of Mexico, and the great southern plain that slopes away from the Organo Mountains throughout the entire length of the province, some two hundred miles, are excellently adapted to the cultivation of vegetables and small fruit. During the past fall, smaller farms within ten or twenty miles of the city of Havana have been leased by Americans, and are being planted in tomatoes, eggplant, summer squash, peppers, and other vegetables for shipment to northern markets during the winter and early spring. The surplus of these farms will be consumed in the local markets of Havana, where fairly good prices can be secured for such food products throughout the entire year. The success of these ventures on the part of American farmers in Cuba is practically assured, not only by the demands for winter vegetables in the United States, but by the increasing consumption on the part of both Americans and natives, residing in or near Havana. Active steps have been taken to increase the production of minor fruits.

The new tariff has been adjusted to assist the producers of home-grown fruits and vegetables. Imported canned foods are now very expensive, and canning factories are being erected, which add to the prospects of a domestic outlet being found for the projected increase in production of the farm and orchard.

GRADING OF CEREALS IN ROUMANIA

TRADE COMMISSIONER A. B. MUDDIMAN

Milan, May 28, 1928.—A law for the grading of cereals in Roumania was published in the Roumanian *Official Gazette* of May 16. However, the regulations governing the application of this law have not yet been published.

The Roumanian Government is authorized to take the necessary steps and make arrangements for the introduction of a system of classification, and a credit of 10,000,000 lei was opened by law from the 1928 credit fund of the Ministry of Agriculture and Lands. The system is to be applied to export trade in wheat, maize, rye, oats and barley. Later it may be applied to the internal trade of other cereals. Classification may also be applied to cereal derivatives such as flour, etc. The application of the system of the grading of cereals will be made under a Royal Decree based upon a decision of the Council of Ministers, after considering the report of the Ministry of Agriculture, prepared with the advice of the Union of Agricultural Chambers and the Union of Chambers of Commerce in Roumania.

Article 3 clearly states that the classification of cereals will be made annually. The grades will be based, as far as possible, on the principal well-known world grades. Modifications of the annual table of types cannot be made except by Royal Decree.

In view of the fact that classification will be first applied to cereals for export, grading establishments and elevators will be introduced at once at the ports and the frontier stations. The locations have yet to be determined. Farmers and merchants may have their cereals classified even if not destined for export. In such cases, however, grading certificates are issued without any engagement on the part of the authorities with regard to storage.

At the commencement of the harvest season samples of cereals will be collected according to the standards fixed by the regulations relative to this law, and these samples will be sent to the Higher Council for classification.

The annual grading will be undertaken by the State, under the direction of a Higher Standardization Council, which will have a central staff and various boards of control. The seat of the Higher Classification Council will be in Bucharest and will be a branch of the Ministry of Agriculture and Lands,

and will consist of five members and five accessory members nominated for a period of five years. One member and one accessory member will be delegated by the Union of Agricultural Chambers, one member and one accessory member by the Union of Chambers of Commerce and Industry, and the three other members, and the three other accessory members, will be nominated by the Ministry of Agriculture and Lands, the Ministry of Communications, and by the storage administration respectively.

Chapter 4 of the Act, a copy of which has been forwarded to the Department of Trade and Commerce, and which can be obtained on application, contains particulars of the cereal depots to be established. An English translation of the main clauses has also been filed.

MARKETING POSSIBILITIES IN ITALY FOR ELECTRIC VACUUM CLEANERS

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, May 21, 1928.—The Italian electrical industry is highly organized. Transmission lines extend over practically the whole of Italy, and new plants are under construction. There are no statistics available with respect to the number of wired homes in this country, but recent investigations conducted by this office at the request of some Canadian firms revealed that approximately 65 per cent were possessed of electric installations. New hydro-electric plants are under construction. The high cost of electricity on the one hand, and the cheapness of labour on the other, however, prevent electrical household appliances from coming into anything like general use. At the same time Canadian electrical household appliances such as vacuum cleaners should be able to secure for themselves a share of the trade.

Electric vacuum cleaners of domestic manufacture are not up to the standard of the foreign machines on the market. American, German, French, and British machines, some of which are widely advertised, have been in this market for a long time, and are well known. No Canadian electric vacuum cleaners are being imported. The number of electric vacuum cleaners imported into Italy in the course of 1927 is estimated at 15,000, as compared with 100,000 in 1926 and 60,000 in 1925. No immediate increase in imports is probable; several Italian firms have ceased importing; and competition is keen. Only machines with the latest improvements and equipment are of interest to this market. One of these machines, the "Cleveland", of American origin, is being received with greatest favour.

Foreign firms are generally represented by retailers, who either restrict themselves to selling or who, besides selling, let for a nominal charge some of the machines they carry in stock, furnishing the operators, and a great many housewives, even in the wealthy class, prefer this to buying. The house-to-house method with demonstrations on the premises is the best sales method. Attractive window displays are made by retailers, and demonstrations are given. Newspaper advertising is extensively used, and illustrated booklets and folders are sent through the mail to prospective buyers. Poster advertising is said to be effective. Machines are generally sold on the instalment system. Retail prices for Italian electric vacuum cleaners range from \$30 to \$65, while those of foreign makes run from \$30 to \$70. Import duties amount to approximately \$15 and there is a transmission tax of 1 per cent ad valorem in addition.

Foreign firms extend payment facilities to their representatives. In the case of Italian concerns who simply handle them, machines are as a rule sent on consignment, and long-date terms are accorded those who make it a practice to let their machines. No Italian firms, as far as can be ascertained, buy elec-

tric vacuum cleaners outright, and distribute them for their own account throughout the country. They will sell only on a commission basis. Canadian firms who believe it is possible for their product to compete, and who at the same time are prepared to forward electric vacuum cleans on consignment, or sell at long-date terms as required, are invited to forward descriptive catalogues, quotations c.i.f. Italian ports, etc., to the Trade Commissioner at Milan.

The Italian market for electric vacuum cleaners is at present quiet, but it is believed that a number of new machines could be introduced into this country, if pushed by energetic representatives, backed by good but not necessarily expensive advertising. Competition, as has been said, is keen, and only firms possessed of highly developed organization could obtain a foothold.

TRADE CONDITIONS IN CHINA

T. A. SEE, OFFICE OF THE TRADE COMMISSIONER

Shanghai, May 17, 1928.—Trade conditions in Shanghai and South China are reported to be much better, owing to the success of the Nationalist forces in their northward drive, which has freed vast areas of South and Central China from big armies, the operations of which disorganize trade and are greatly feared by the peaceful inhabitants.

In Central China and the Yangtze Valley districts, trade continues to improve slowly over conditions which ruled during the last two months. Foreign firms are proceeding with caution, and are insisting that Chinese merchants and dealers assume the risks which are still attendant in the re-establishment of business with the interior. While knowing that the stocks of staple commodities are more or less depleted in the country and the up-river districts, both foreign and Chinese merchants feel very uncertain as to conditions in any area, for even short periods of two or three months.

Although the water of the Yangtze River is considered very low at this time, shipment of cargo is now considered feasible as far up as Ichang, but beyond this point unfavourable conditions still remain.

Coastwise shipping shows considerable increase of cargo from Shanghai to Southern ports and return cargoes from the south also show improvement. Large shipments are also reported moving to all coast ports, excepting those farthest north which may be affected by the present fighting.

At time of writing the attention of all foreign and Chinese merchants is focussed on the threatened Japanese boycott.

METHODS USED IN JAPAN TO MANUFACTURE OIL AND MEAL FROM HERRING

ASSISTANT TRADE COMMISSIONER RICHARD GREW

Kobe, May 9, 1928.—The methods used by the Japanese in the manufacture of meal and oil from herring are still of an extremely primitive nature; no steps have been taken to install modern labour-saving machinery. The fact that the profits derived from this industry are not very large and that labour has always been comparatively cheap, are probably reasons why practically no improvements have been made.

The herring are caught with large nets known as "tateami," which extend several hundred yards from the shore into the sea. After the fish are caught, they are placed in large iron pots or kettles and boiled for about forty minutes. When this operation has been completed, they are put into a wooden press

which is operated by hand. During this process, the oil is pressed out of the fish and drops into pans. After the pressing has been completed, the fish are in the form of a cake and they remain in the press for several days. The cake is then taken out and broken up into small pieces. It is then laid on straw mats in the sun to dry and under ordinary conditions will dry in about four days. Packing for sale is in straw mats with a gross weight of a little more than 200 pounds. This material is usually termed herring cake or herring manure and, as far as can be ascertained, it is not manufactured into meal as the term is used in Canada. The cost of producing 100 koku or 33,068 pounds of fish is approximately 460 to 470 yen.

The press that is in general use is an extremely primitive affair: a wooden box with a lattice-work bottom through which the oil drains into another container. The pressing is done either by screwing down the cover or by means of a lever. Both methods are hand-operated.

There is a considerable percentage of water mixed with the oil after the pressing operation, and the water is extracted by means of passing the fluid through several compartments of wooden tubs and the oil and water is gradually separated. The oil is then put in tins, two tins to a case. The net weight of one tin when filled is about 40 pounds. About 70 per cent of the fish oil is exported; the remainder is used in Japan, principally for machine oil. The total production of herring cake is consumed domestically as fertilizer.

The following figures show the quantity produced and value of herring fish cake and oil for the five years 1922 to 1926 inclusive.

Fish Cake Production and Value

	Quantity Kg.	Value Yen
1922	49,475,547	9,083,502
1923	52,355,584	10,052,462
1924	64,109,615	10,003,633
1925	77,145,365	13,316,864
1926	71,798,050	11,664,017

Fish Oil Production and Value

	Quantity Kg.	Value Yen
1922	3,181,001	280,663
1923	3,518,036	407,635
1924	4,113,342	542,117
1925	5,887,496	886,957
1926	4,727,954	674,695

PLAN TO GROW MORE FLAX IN CZECHOSLOVAKIA

At a recent meeting of the Association of Czechoslovak Flax Growers it was proposed to raise the home production of flax until the local requirements are fully met, says the *London Times Trade Supplement*. For this purpose it was considered necessary to protect the growers by the imposition of a duty on imports. It was pointed out that four-fifths of the local demand had to be met by imports, 1,200 wagon-loads of flax having been grown in Czechoslovakia in 1927, and 3,550 wagon-loads imported. The proposal is significant in view of the precarious condition of the linen industry and the fact that a number of factories have closed down owing to the dearthness of flax. In connection with the proposed decrease in the area under sugar beet, which is a direct consequence of the lowering of the British duty on raw sugar, flax, it is thought, might be grown on the surplus beet area, although it requires a great deal more labour.

TOBACCO CLUT IN RHODESIA

Opening the session of the Southern Rhodesia Legislative Assembly on May 14, the Governor stated that the tobacco yield during the past year had exceeded £19,000,000 in value as compared with £5,000,000 in the previous year. The result had been that the market was unable to absorb the whole crop. The Government would assist tobacco-growers to the limit imposed by considerations of prudent finance.

PROPOSED DUTY ON ENAMELLED HOLLOW-WARE ENTERING GREAT BRITAIN

Mr. Harrison Watson, Canadian Trade Commissioner in London, cabled on June 8 that an import duty of 25 per cent ad valorem on wrought enamelled hollow-ware, both of iron and steel had been recommended as a result of a second application made under the Safeguarding of Industries procedure by the Wrought Hollow-ware Trade Employers' Association. The first report dated March 31, 1926, had not recommended a duty. The same Safeguarding Committee heard the second application.

The new import duty was to go into force as from June 13.

SOUTH AFRICAN TARIFF REDUCTIONS EFFECTIVE

Mr. G. R. Stevens, Canadian Trade Commissioner at Cape Town, cables that the 1928 budget tariff decreases became effective from June 8. Some information respecting these reductions based on a cablegram appeared in *Commercial Intelligence Journal* No. 1263 of April 14, 1928, page 571. The following statement is from the complete text of the budget proposals since received:—

	Former Tariff	New Tariff
Hosiery (socks and stockings) ad val.	15% maximum 10% minimum	10% maximum 5% minimum
Motor-car chassis for bodies of motor trucks and motor vans to be built in the Union ad val.	20%	15%
Motor-car chassis imported for bodies to be constructed in the Union from panels, stampings and structural parts, of metal shaped and drilled, but otherwise in the rough, from metal springs for seats, from metal fittings, from wood shaped but otherwise in the rough, and from other materials (except upholstery) not fashioned or cut to shape ad val.	20%	15%
Trailers for traction engines and tractors ad val.	25%	20%
Wooden handles for picks, shovels, mechanics' tools and agricultural implements; shaped but otherwise in the rough ad val.	5%	Free

The minimum tariff on hosiery (socks and stockings) is applicable to Canada and the United Kingdom. On the other items, while there is a minimum and maximum column of duties, the rates in both columns are the same.

RUSSIAN TRADE WITH THE EAST

According to Reuter's, a report presented to the Russo-Oriental Chamber of Commerce shows that the Soviet Union's trade with Oriental countries during the first five months of the present economic year increased compared with the same period last year by 40 per cent, chiefly owing to larger trade with Persia, Egypt, Afghanistan, and Mongolia. The total turnover for the five months was 134,000,000 roubles, compared with 96,000,000 roubles for the same months of the previous year. Exports amounted to 59,600,000 roubles, against 48,000,000, and imports to 74,400,000, against 47,800,000. The increase is ascribed to the

commercial treaties signed with Persia and Turkey and the improved relations with the Egyptian market, where the Soviet Union took the first place as a seller of petroleum products and largely increased its purchases of Egyptian cotton. Another cause was the lively demand and the good prices for Oriental goods on the Soviet market. The demand for Soviet goods has increased in the south of Persia, where they are able to compete successfully with foreign goods. Imports of Persian cotton, wool, hides and skins into the Soviet Union have also increased. The Nijni-Novgorod Fair is expected to lead to a still greater exchange of goods between Russia and the Eastern countries. The Council of the Chamber approved the work that had been done towards the organization of a second exhibition of Soviet goods in Afghanistan.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JUNE 11

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 11, 1923. Those for the week ending June 5, 1923, are also given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending June 5, 1923	Week Ending June 11, 1923
Austria.	Schilling	.1407	\$.1412	\$.1412
Belgium	Belga	.1390	.1398	.1399
Bulgaria.	Lev	.1930	.0072	.0072
Czecho-Slovakia.	Krone	.....	.0297	.0297
Denmark.	Krone	.2680	.2690	.2690
Finland.	Markka	.0252	.0253	.0252
France.	Franc	.1930	.0394	.0394
Germany	Reichsmark	.2382	.2396	.2394
Great Britain.	£	4.86½	4.8940	4.8931
Greece.	Drachma	.1930	.0130	.0130
Holland	Florin	.4020	.4046	.4044
Hungary	Pengo	.1749	.1754	.1753
Italy	Lira	.0526	.0528	.0527
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2685	.2685
Portugal.	Escudo	1.0805	.0430	.0440
Roumania	Leu	.1930	.0062	.0062
Spain.	Peseta	.1930	.1675	.1667
Sweden	Krona	.2680	.2690	.2691
Switzerland	Franc	.1930	.1932	.1931
United States.	\$	1.0000	1.0025	1.0021
Argentine Rep.	Peso (Paper)	.4244	.4290	.4284
Brazil.	Milreis	.5462	.1207	.1205
Chile	Peso	.1217	.1227	.1227
Colombia	Peso	.9733	.9898	.9896
Mexico. . . . .	\$	.4985	.4740	.4765
Peru.	Libra	4.8665	4.0093	3.9887
Venezuela.	Bolivar	.1930	.1932	.1934
Uruguay.	Peso	1.0342	1.0274	1.0247
Cuba.	Peso	1.0000	1.0001	1.0003
Batavia, Java.	Guilder	.4020	.4039	.4038
China	Tael	.....	.6700	.6737
India	Rupee	.3650	.3675	.3675
Japan	Yen	.4985	.4690	.4681
Siam	Tical	.3709	.4585	.4585
Singapore, Str. Settlements. . . . .	\$	.5678	.5660	.5662
Jamaica.	£	4.86½	4.8900	4.8800
Barbados	\$	} 1.0000	1.01 —1.02½	1.01½—1.02½
British Guiana.	\$			
Trinidad	\$			
Other British West Indies.	\$	1.0000	1.00½—1.02½	1.00 —1.02½
Martinique	Franc	.1930	.0394	.0394
Guadeloupe	Franc	.1930	.0394	.0394

CATALOGUES AND SAMPLES FOR MILAN

Mr. A. B. Muddiman, Trade Commissioner in Milan, urges Canadian firms who are interested in the Italian market to furnish him with their latest catalogues and price lists. Not infrequently exporters send only one set of catalogues, but it is very desirable that they should send four or five sets, in order that some of these may be loaned to importers.

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

464. BUTTER (FRESH AND CANNED).—A firm of general importers and agents in Guadeloupe wish to form a connection with a Canadian exporter. C.i.f. prices and where possible samples of small value.

465. BUTTER AND CHEESE.—A Bristol house desires to be placed in touch with Canadian shippers of dairy products—butter and cheese—for whom they might act as brokers.

466. CHEESE.—A firm of general importers and agents in Guadeloupe wish to form a connection with a Canadian exporter. Prices c.i.f. and where possible samples of small value.

467. FRUIT (CANNED).—A Guadeloupe firm of general importers and agents wish to form a connection with a Canadian exporter. C.i.f. prices and samples.

468. SOUPS (CANNED).—A firm of general importers and agents in Guadeloupe desire to represent a Canadian exporter. C.i.f. prices should be quoted and samples of small value.

469. SALMON (CANNED).—A firm in Guadeloupe wish to represent a Canadian exporter as agents or importers. C.i.f. prices should be quoted and where possible samples of small value.

470. CANNED SALMON.—A firm in Barbados and other West India islands desire to engage in the commission agency business handling canned salmon.

471. VEGETABLES (CANNED).—A firm in Guadeloupe wish to form a connection with a Canadian exporter with a view to acting as importers and agents. Prices should be quoted c.i.f. and samples of small value sent.

472. SPLIT PEAS AND BEANS.—A Guadeloupe firm desire to represent a Canadian exporter as importers and agents. C.i.f. prices should be quoted in the first instance and where possible samples of small value sent.

473. WHITE PEAS.—A Glasgow house of grain merchants desire to import quantities of white peas from Canada.

474. ONIONS.—A firm of agents in the Barbados and other West India islands have decided to engage in the commission agency business and are desirous of handling onions on this basis.

475. POTATOES.—A firm of agents in Barbados and other West India islands have decided to handle potatoes on a commission agency basis and desire to secure connections.

476. POTATOES.—A firm of general importers and agents in Guadeloupe wish to form a connection with a Canadian exporter with a view to importing and agency. C.i.f. prices should be quoted in the first instance and where possible samples of small value sent.

477. BACON AND HAM.—A firm in Guadeloupe wish to form a connection with a Canadian exporter with a view to importing and agency. C.i.f. prices should be quoted in the first instance and where possible samples of small value sent.

478. **PICKLED BEEF.**—A firm in Guadeloupe desire to represent a Canadian exporter as importers and agents. C.i.f. prices should be quoted and where possible samples of small value sent.

479. **PICKLED PORK AND OFFALS.**—A firm of general importers and agents in Guadeloupe wish to form a connection with a Canadian exporter. C.i.f. prices should be quoted and samples of small value sent.

480. **LARD AND LARD SUBSTITUTES.**—A commission agent in Port of Spain, Trinidad, is desirous of securing the agency of a Canadian manufacturer of lard and lard substitutes.

481. **LARD AND LARD SUBSTITUTES.**—A firm of general importers and agents in Guadeloupe wish to form a connection with a Canadian exporter. Quotations should be c.i.f. and samples of small value sent.

482. **ONTARIO WINTER WHEAT FLOUR.**—A West of England firm of flour importers are desirous of securing a supply of Ontario winter wheat flour. If supplies of present crop are unobtainable they desire to communicate with possible exporters of next crop.

483. **FLOUR.**—A firm at Copenhagen, Denmark, wish to represent a Canadian flour mill with exclusive Danish territory.

484. **FLOUR.**—A firm of agents well known in Barbados and other West India islands desire to handle flour on a commission agency basis.

485. **FLOUR.**—A firm in Grand Cayman, British West Indies, would like to hear from a Canadian flour mill.

486. **HAY AND OATS.**—A firm of general importers and agents in Guadeloupe desire to represent a Canadian exporter with a view to importing and agency. C.i.f. prices should be quoted and where possible samples of small value sent.

Miscellaneous

487. **SOYA BEAN OIL.**—A commission agent in Port of Spain, Trinidad, is desirous of securing the agency of a Canadian manufacturer of soya bean oil.

488. **MEDICAL AND SURGICAL APPLIANCES.**—A Glasgow firm would like to get in touch with Canadian exporters of all kinds of medical and surgical appliances—metal, glass, and rubber; also dressings.

489. **MEDICAL AND SURGICAL APPLIANCES.**—A Glasgow firm would like to get in touch with Canadian exporters of all kinds of medical and surgical appliances—metal, glass and rubber; also dressings.

490. **PATENT LEATHER.**—A Rotterdam leather dealer would like to hear from manufacturers of chrome tanned patent leather.

491. **RUBBER GOODS.**—A firm in Milan, Italy, are interested in the importation of hygienic and pharmaceutical rubber articles and sanitary rubber goods.

492. **SULPHITE BOARD FOR MILK BOTTLE DISCS.**—A South of England manufacturer of milk bottle discs invites c.i.f. offers from Canadian manufacturers of sulphite board according to samples and details on file at Department.

493. **BARREL STAVES, HOOPS AND ENDS.**—A firm of agents in Barbados and other West India islands desire to handle barrel staves, hoops and ends on a commission agency basis.

494. **WHITE PINE.**—A firm of agents in Barbados and other West India islands desire to handle white pine on a commission agency basis.

495. **WHITE PINE.**—A firm in Guadeloupe desire to represent a Canadian exporter as importers and agents. C.i.f. prices should be quoted and where possible samples of small value sent.

496. **DOUGLAS FIR.**—A firm in Guadeloupe, French West Indies, wish to form a connection with a Canadian exporter with a view to importing and agency. Quotations should be c.i.f. and where possible samples of small value sent.

497. **EMPTY SACKS.**—A firm in Guadeloupe, French West Indies, desire to form a connection with a Canadian exporter with a view to importing and agency. C.i.f. prices should be quoted and where possible samples of small value sent.

498. **RADIO SETS (SHORT WAVE).**—A firm of agents in Barbados and other West India islands desire to handle radio sets on a commission agency basis.

499. **HARDWARE AND TOOLS.**—Manufacturers' agents in Cork, Irish Free State, are open to represent Canadian manufacturers of hardware and tools of all kinds.

500. **CARBORUNDUM.**—A Midland firm of engineers and contractors desire quotations and samples of Canadian carborundum.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To SOUTHAMPTON.—Empress of France, June 20; Empress of Scotland, June 27; Empress of Australia, July 4; Montnairn, July 4; Empress of France, July 11—all Canadian Pacific.

To HAMBURG.—Montroyal, June 29; Montnairn, July 4—both Canadian Pacific.

From Montreal

To ANTWERP.—Canadian Planter, June 23; Canadian Mariner, July 4; Canadian Traveller, July 14—all Canadian National; Metagama, June 20; Beaverhill, June 22; Montrose, June 28; Beaverburn, July 6—all Canadian Pacific.

To AVONMOUTH.—Salacia, June 23; Concordia, July 14—both Anchor-Donaldson Line; Nubian, June 30; Nevisian, July 7—both White Star Line; Bothwell, June 21; Bolingbroke, July 12—both Canadian Pacific.

To BELFAST, LONDONERRY, CORK AND DUBLIN.—Kenbane Head, Head Line, June 30.

To CARDIFF AND SWANSEA.—Canadian Aviator, June 29; Canadian Rancher, July 13—both Canadian National.

To GLASGOW.—Coracero, June 22; Letitia, June 29; Carmia, July 6; Athenia, July 13—all Anchor-Donaldson; Bothwell, June 21; Melita, June 29; Bolingbroke, July 12; Minnedosa, July 12—all Canadian Pacific.

To HULL.—Comino, Furness Line, June 23.

To LIVERPOOL.—Calgaric, June 23; Regina, June 30; Laurentic, July 7; Doric, July 14 all White Star Line; Montclare, June 22; Melita, June 29; Montcalm, July 6; Duchess of Bedford, July 13—all Canadian Pacific; Antonia, June 14; Andania, July 6—both Cunard Line.

To LONDON.—Canadian Planter, June 23; Canadian Mariner, July 4; Canadian Traveler, July 14—all Canadian National; Megantic, June 28; Albertic, July 11—both White Star Line; Beaverhill, June 22; Beaverford, June 29; Beaverburn, July 6; Beavertale, July 13—all Canadian Pacific; Ausonia, June 22; Aurania, June 29; Ascania, July 7; Alaunia, July 13—all Cunard Line; Comino, Furness Line, June 23.

To MANCHESTER.—Manchester Division, June 28; Manchester Producer, July 5—both Manchester Liners.

To NEWCASTLE AND LEITH.—Cairncross, June 22; Cairnesk, June 29; Cairnmona, July 6—all Thomson Line.

To SOUTHAMPTON.—Megantic, June 28; Albertic, July 11—both White Star Line; Montrose, Canadian Pacific, June 28.

To BORDEAUX AND HAVRE.—Laval County, June 23; Augvald, July 13—both County Line.

To BREMEN.—Cairndhu, June 30; Cairngowan, July 14—both Thomson Line, Crefeld, June 23; Giessen, July 7—both North German Lloyd.

To COPENHAGEN AND BALTIC PORTS.—Pennsylvania. Scandinavian-American Line, June 30.

To HAMBURG.—Beaverford, June 29; Beavertale, July 13—both Canadian Pacific; Brant County, June 29; Queens County, July 5; Hagen, July 12—all County Line; Crefeld, June 23; Giessen, July 7—both North German Lloyd.

To ITALIAN PORTS.—Vellelucce, Lloyd Mediterraneo Italian Service, June 27.

To ROTTERDAM.—Grey County, June 26; Tananger, July 9—both County Line.

To NORWEGIAN PORTS.—Topdalsfjord, June 20; Idefjord, July 5—both Norwegian-American Line.

To AUSTRALIAN PORTS.—Canadian Scottish, Canadian National, June 30.

To NEW ZEALAND PORTS.—Canadian Britisher, Canadian National, June 25; Pareora, New Zealand SS, July 10.

To SOUTH AFRICAN PORTS.—Fantee, Elder Dempster Line, July 5.

To WEST AND SOUTH AFRICAN PORTS.—Benguela, Elder Dempster Line, end July.

To SOUTH AMERICAN PORTS.—Canadian Planter, Canadian National, July 7.

To ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Beaver, June 21; Canadian Runner, July 5—both Canadian National.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Canadian National, July 4.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—A steamer, Ocean Dominion, June 29.

To ST. JOHN'S, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National, July 4; Rosiland, Canada SS., June 23, July 7.

To CORNERBROOK.—Nayarit, July 2; New Northland, June 27—both Clarke SS.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, June 30; Canadian Volunteer, July 14—both Canadian National.

To ST. PIERRE, ST. JOHN'S BAY, ROBERTS, CARBONEAR, PORT UNION AND OTHER EAST COAST NEWFOUNDLAND PORTS.—Lakefield, Newfoundland-Canada Traders, June 28, July 17.

From Halifax

To BORDEAUX.—Chicago, June 19; La Bourdonnais, July 2; Roussillon, July 16—all French Line.

To LIVERPOOL.—Nova Scotia, Furness, Withy, June 27.

To ST. JOHN'S, NFLD.—Nova Scotia, Furness, Withy, June 27; Nerissa, June 26, July 10; Silvia, June 19, July 3, July 17—both Red Cross; Farnorth, June 29; Skipper, June 30—both Farquhar SS.

To ST. PIERRE, ST. JOHN'S BAY, ROBERTS, CARBONEAR, PORT UNION AND OTHER EAST COAST NEWFOUNDLAND PORTS.—Lakefield, Newfoundland-Canada Traders, June 30, July 19.

To SOUTH AND WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., June 30.

To ST. PIERRE-MIQUELON.—Pro Patria, French Mail SS., June 27; Farnorth, June 29; Skipper, June 30—both Farquhar SS.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, June 29; Canadian Pathfinder, July 13—both Canadian National; a steamer, June 21; Adour, July 5—both Ocean Dominion Line.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, June 27; Caledonia, July 11—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Asia, June 21; Empress of Canada, July 12—both Canadian Pacific.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, Osaka Shosen Kaisha, July 23.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, June 26; Teucer, July 17—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, July 27.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Conob, American-Australia-Orient Line, July 11.

To MARSEILLES, BARCELONA, GENOA, LEIGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, July 9; Leme, July 12—both Navigazione Libera Triestina.

To HAVRE, ANTWERP AND BORDEAUX.—Arizona, Cie. Gle. Transatlantique, June 23.

To HAMBURG, ANTWERP AND BREMEN.—Los Angeles, June 20; Sachsen, July 14—both Hamburg-American Line.

To LIVERPOOL, LONDON AND ROTTERDAM.—Drecht dyk, Royal Mail Steam Packet, June 30.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, Royal Mail Steam Packet, July 1.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Dinteldyk, Royal Mail Steam Packet, July 12.

To MANCHESTER.—Pacific Grove, June 24; Pacific Reliance, July 8—both Furness (Pacific) Ltd.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FE.—Evanger, Westfal-Larsen Line, July 1.

To KINGSTON (JAMAICA).—Neptunian, Canadian Transport Company, June 20.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Acting Trade Commissioner, P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancom.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancom.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, the Scandinavian countries and the Baltic States.)

Holland

J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

India and Ceylon

H. R. Poussette, P.O. Box 2003, office, Sassoon House, 4 Lyons Range, Calcutta. *Cable Address, Canadian.*

Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cable Address, Canadian.* (Territory includes Spain, Portugal and Greece.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancom.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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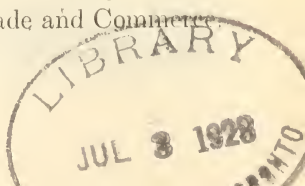
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NEW HOTEL IN JAMAICA: OPPORTUNITY FOR CANADIAN TENDERERS

Mr. F. L. Casserly, Acting Trade Commissioner in Jamaica, writes that a contract for a new hotel to be erected at Constant Springs, Jamaica, has recently been awarded. It is being erected by the Canada-West Indies Hotel Company, Limited, a subsidiary of the United Hotels Company of America. The new building will be of reinforced concrete throughout, and will be 250 feet long by 65 feet wide and three stories high. It will contain 100 bedrooms, and the ground floor will be used for hall, dining rooms, and bedrooms, etc. The ballroom will be separate from the main building. It is expected to be ready for April of next year.

An opportunity will be afforded to Canadian firms to tender on construction material and supplies for the new building as well as for furnishings. Canadian firms interested are invited to write to Department of Trade and Commerce, Ottawa, for further particulars.



WHAT THE CANADIAN EXPORTER CAN DO FOR THE TRADE COMMISSIONER

The meagre information frequently furnished by Canadian exporters places a serious handicap on the Trade Commissioner in his efforts to market their products. A general statement of the facts about the exporter, his bank references, whether he is already engaged in foreign trade and for what period and to what extent—these are some of the essentials that should be given in the first letter to the Trade Commissioner. He also wants general data about the commodity which the exporter wishes to sell in that particular market, noting any special advantages pertaining to the line offered, particularly as compared with well-known articles of the same type from other countries. He wants to know exactly what the manufacturer is himself willing to do to place his goods in the new field: the basis on which sales would be made to the importer or on which goods could be offered for sale by a recognized agent, and the commission that would be paid the latter; what would be required of an importing house or agent in order to obtain the agency for the line; whether the manufacturer would send consignment stock or samples and in what quantity; whether he is prepared to advertise or to co-operate in advertising and to what extent; the facilities possessed by the manufacturer for export shipment, and the kind of supervision that is exercised by him over the packing of goods destined for a distant market.

PRICES

Prices should never be quoted from an interior manufacturing point in Canada. Where quotations c.i.f. port of destination are not practicable, they should be given f.o.b. steamer, but it is strongly recommended that prices should be quoted c.i.f. This is a most important point, as the foreign buyer has no definite knowledge of the charges likely to be incurred if quotations are f.o.b. cars at port of shipment and freight rates from some interior point in Canada to the seaboard are unobtainable in foreign countries. He has no means of knowing insurance rates, or the elements that enter into the fixing of the premiums. As a rule he is unable to obtain a quotation of an outward freight rate at an inward port, as the general practice of steamship companies is to refer a request for a freight rate from (say) Montreal to Auckland to the agent in the former city, although an approximate rate may be quoted. The foreign buyer is at a distinct disadvantage unless prices are quoted c.i.f.

DISCOUNTS

Discounts should be printed, or typewritten, preferably on a folder or slip accompanying the catalogue. In submitting an illustrated descriptive catalogue to prospective customers the importer should not be placed in the position of having to disclose the exact terms on which the goods are offered to him.

GROSS AND NET WEIGHT

A knowledge of the gross and net weights per unit quoted is essential. Without these the prospective purchaser is unable to estimate laid down costs.

SUMMARY OF POINTS TO BE NOTED

The fullest possible information in regard to the commodity and complete details on the following points would greatly aid the Trade Commissioners in the intelligent handling of inquiries addressed to them as to the introduction and subsequent marketing of Canadian goods on behalf of exporters:—

1. Cable address, code used, and special code words not in the regular code books.
2. (a) The basis on which prices are quoted, whether c.i.f. main foreign ports; f.a.s. Canadian ports; or f.o.b. vessel.
(b) Are prices in Canadian or American funds?
(c) If prices are c.i.f. and transshipment has to be made, are such items as consular charges and disbursements at port of transshipment and/or unloading, for account of buyer?
3. Are quotations firm, or subject to change without notice due to fluctuations in costs of raw material?
4. On what quantity basis are quotations made? Can prices be reduced on quantity orders, and if so how much?
5. Are orders subject to acceptance by exporter?
6. What brand do lines bear, and are these to be sold under this brand in foreign markets?
7. What is the nature of packing? Heavy wooden crates, boxes, new bags or burlap?
8. Are lines stocked and available for immediate shipment? If not, how long after receipt of order will goods go forward?
9. What are your terms? Is there a special discount for cash?
10. What is the gross and net weight in pounds? Measurement in cubic feet?

With the foregoing information on hand, supplemented by recent catalogues and descriptive literature, and, if not too bulky, samples—not necessarily a full range—Trade Commissioners are put in a position to give at short notice the best service to Canadian exporters and can either place them in communication with reliable importers or recommend suitable agents.

EXPORT CONTROL IN NEW ZEALAND

ASSISTANT TRADE-COMMISSIONER PAUL SYKES

Auckland, May 21, 1928.—Over 90 per cent of New Zealand's export trade since 1920 has been made up of the products of her pastoral industry and in several years these goods, taken with other agricultural commodities, have represented over 95 per cent of the total value of all exported commodities. Pastoral production, moreover, particularly in so far as export trade is concerned, has for its object the output of four main articles—wool, meat, butter, and cheese; exports of these goods make up annually about nine times the value of oversea shipments of all other products of the pastoral industry.

A country largely dependent on her primary industries, New Zealand's economic prosperity is intimately associated with an assured and permanent demand in oversea countries for her principal pastoral products. The United Kingdom market, from intimate and long-standing commercial and political relations, has offered the most valuable outlet for New Zealand produce. Competition both with other British and with foreign countries engaged in similar types of production, however, has led to the desirability of developing a series of secondary markets which may also be available, particularly during periods

of high domestic production. The difficulty of individual exporters in New Zealand maintaining a close and effective contact with market developments in far-distant countries has emphasized the necessity of establishing a more complete means of liaison with large centres of consumption than the channels ordinarily available. The increasing need of establishing and maintaining national standards of quality and of advertising under national brands, particularly in the United Kingdom produce market, has also been appreciated. These and similar features of New Zealand's export trade have led to the creation by the Government of several boards, clothed with power to regulate the overseas shipment of several of the Dominion's more important export commodities. Four control boards of this type are now in existence—the Meat Producers' Board, the Dairy Produce Control Board, the Fruit Export Control Board, and the Honey Control Board. The export of wool, the only other important commodity over which no control is exercised, is carried on after purchase in New Zealand by foreign buyers, a feature which obviates the necessity of controlling the sales of this commodity.

The various boards have been created by legislation following a poll of all producers in the particular industry with which they are connected. Their personnel comprises representatives of the Government, of the producers, and of the trade, members being elected for stated periods as representatives of the outstanding producing areas. Offices in London are maintained by both the Meat Producers' Board and the Dairy Produce Control Board, while representatives of all boards maintain frequent contacts with the larger centres of consumption in the United Kingdom and other countries. Regular meetings of the boards in New Zealand enable a careful survey of domestic conditions and the determination of policies suited to meet the situation in overseas markets.

That such control over the export trade in primary products is essentially a matter of co-operation among producers is evident not only from the majority which these interests hold in the personnel of each board, but also from the fact that the funds required for operation are secured by levies on exported produce. The assessment of all oversea shipments at fixed rates has been accepted as the most convenient and equitable method of providing the capital necessary to the maintenance of the controlling organizations.

The efforts of the various boards have been directed principally towards the consolidation of New Zealand's position in the United Kingdom market. The methods by which this object is being sought have included principally the inspection and grading of exported produce, the regulation of shipments in sympathy with the volume of storage stocks and price variations, and the prosecution of an advertising campaign which has in one notable instance been based on the adoption of a national brand. One of the most effective means of control has been the prohibition of shipments by individual exporters, except under licence; in some cases it has been found necessary for the boards to nominate not only the market to which goods shall be shipped but also the consignee, while in numerous instances the arrangements made with shipping companies have enabled unusually favourable means of loading and transportation, when ordinary facilities would have lent little inducement to similar business.

That the institution of export control has proved admirably adaptable to New Zealand conditions is exemplified as well by popular approval of such schemes as it is by the visible effects of their recent operation. To some extent the system is a development of the co-operative movement which has for many years been a vital factor of the organization of the domestic agricultural industry. Export control, judiciously administered by representatives of producers and merchants, appears capable of securing for New Zealand produce a more established position in the world markets than would have been possible through individual initiative.

A brief résumé of recent operations of the control boards is appended.

MEAT PRODUCERS' BOARD

This board has been in operation for six years. It maintains a staff of supervising graders who oversee the grading of frozen meat and its loading at point of shipment. Unloading in the United Kingdom is carried on under the direction of inspectors on the staff of the London office. One of the most valuable results of the board's efforts has been the reduction in freight rates on frozen meat, tallow, and pelts; a recent agreement with shipping companies represents a saving of over £1,000,000 per season in comparison with freight payments at rates quoted in 1922. The board, in an effort to further reduce marketing costs, has now under consideration the building of its own cold store in London. The advertising of New Zealand meats in the United Kingdom is being carried on through a comprehensive campaign.

The net income from levies on meat exports during the year ended June 30, 1927, was £31,275.

DAIRY PRODUCE CONTROL BOARD

The export of dairy produce has been subject to control since the creation of this body in 1924. The board's operations have been concerned chiefly with the United Kingdom market, although increases in shipments to the United States, Canada, and Australia have featured the last year's business. Absolute control and price-fixing policies as attempted in the United Kingdom were abandoned during 1927 as unsuited to present conditions. The adoption of a national brand has featured an extensive system of advertising. The board's activities are now being extended to include research work in dairy produce and the dissemination of market and general information through a newspaper.

The levy on butter and cheese exports, recently reduced to $\frac{1}{32}$ d. and $\frac{1}{64}$ d. respectively, produced a net revenue in 1927 of £59,960.

FRUIT EXPORT CONTROL BOARD

Fruit export control has been in force since June 1, 1925. The board has had under particular examination the questions of shipping space, the nomination of markets and consignees, cases used for packing, definition of grades, branding, loading facilities, cold storage accommodation, and the development of markets in South America and Canada. Negotiations with shipping companies have resulted in valuable reductions in ocean freight rates, while the board has secured practical assistance from the Government in the form of a guarantee that shippers will receive stipulated minimum prices.

Levies on fruit exported during the year ended May 31, 1927, amounted to £2,135.

HONEY CONTROL BOARD

The Honey Export Control Act, 1924, set up a board empowered to control all honey intended for export. The trade in honey is of comparatively minor importance, but it is anticipated that the principles of export control as practised by the older-established boards will exert a beneficial effect on the local industry and lead to annually increased business in the United Kingdom.

NEW ZEALAND MARKET FOR ONIONS**TRADE COMMISSIONER C. M. CROFT**

Auckland, May 9, 1928.—During the past few years Canada has been successful in securing from New Zealand a fair number of orders for onions, and reports have appeared in the *Commercial Intelligence Journal* from time to time in this connection. Last year trial shipments were made in sacks as well as a number in crates. Owing to the comparatively early date of shipment in order

that Canadian onions may reach New Zealand in time to secure maximum prices, it cannot be expected that the onions will be as dry as might be desired. Consequently Canadian firms should take every precaution to make sure that the crates used should be made of the driest wood possible so as to eliminate any undue moisture.

It is understood that a number of firms last year were not altogether satisfied with the quality of the crates used by Canadian exporters, and in view of the fact that New Zealand merchants are at the moment beginning to take interest in the purchase of onions for August, September, and October shipment, the time is opportune to draw this matter to the attention of Canadian firms.

AUSTRALIAN EXPORT OF APPLES

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, May 16, 1928.—The 1928 Australian apple crop has proven an abundant one of excellent quality.

The export season is now drawing to a close with an approximate export of 3,700,000 bushel cases. This is a record volume of apple exports from Australia, the previous best season being that of 1926, when 3,150,000 cases were shipped overseas.

Tasmania is the largest exporting state with shipments aggregating 2,250,000 cases, of which 1,409,600 cases go to London, 362,000 cases to Liverpool, 234,000 cases to Hull, and 244,500 cases to Hamburg. Victorian shipments include 329,500 cases to London, 124,000 cases to Liverpool, 152,200 cases to Hull, 231,200 cases to Hamburg, and 48,000 cases to Rotterdam, or a total of 894,000 cases. South Australian shipments of 451,470 cases include 139,307 cases to London, 16,898 cases to Liverpool, 56,406 cases to Hull, 213,332 cases to Hamburg, and 25,229 cases to Rotterdam. The total from these three States is 3,595,470 cases, and it is expected that shipments from Western Australia will be about 100,000 cases.

The figures for Tasmania, Victoria, and South Australia reveal that of the total shipments about 52 per cent of the apples were exported to London, 14 per cent to Liverpool, about 13 per cent to Hull, and 21 per cent to Hamburg and Rotterdam.

LARGE AUSTRALIAN PURCHASE OF RADIUM

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, May 16, 1928.—In the 1926 budget estimates the Commonwealth Government made available the sum of £100,000 for the purchase of radium for use in the principal public hospitals of Australia.

The radium was duly ordered from the Belgian Congo and is now arriving in instalments in specially prepared packages according to Commonwealth requirements. It is in the form of small tubes, needles, and plates secured in lead-lined wooden boxes, which are placed in larger boxes, similarly lined. Extreme care is being taken in the delicate work of checking up the contents of each of the many containers, and for that purpose the radium is placed on a table which is covered with thick sheets of lead, and a barricade of lead blocks built round the edges of the table to protect the examiners from exposure to the rays.

This is the first inspection of radium on a large scale in Australia as hitherto only very small quantities have been in use in one or two of the largest hospitals. Upon completion of the inspection, the radium is to be stored in the strong rooms of the Commonwealth Subtreasury in Melbourne and distributed as required to the leading hospitals in Melbourne, Sydney, Adelaide, Brisbane, etc.

AUSTRALIAN WOOL SEASON, 1927-28

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, May 16, 1928.—With the exception of one or two small clearing-up auction sales to be held within the next two or three weeks, the Australian wool season 1927-28 is now ended.

The total receipts into store for the whole Commonwealth from July 1, 1927, to April 30, 1928, are given by the National Council of Wool Selling Brokers of Australia as 2,341,853 bales, of which 2,240,336 bales have been sold and 101,517 bales await disposal.

The receipts into store this season were 73,994 bales less, the sales 94,262 bales less, and the quantity remaining to be disposed of 20,268 bales more than at the end of the corresponding period of last season.

The average price realized this season for greasy wool was £25 3s. 3d. per bale, or 19.76 pence per pound.

The principal buying factor at the sales was Yorkshire, which took approximately one-fourth of the entire clip, while German and Japanese buying were also strong features of the sales. French purchasing was satisfactory, and the demand by Italy and Russia showed much greater strength than during the previous season.

There was an absence of the usual strong buying by the United States, the demand from which appeared to reluctantly follow rather than assist in creating the higher values generally realized in comparison with those of the previous season.

It is possible that during the forthcoming season slight changes may be made in the program of auction sales, and the principal modification will be to arrange for an increased volume of sales before Christmas, which, in view of the early shearing which is again likely, will not be difficult to arrange. Climatic conditions generally are favourable to a large clip, except in the dry areas of Queensland and South Australia. In New South Wales and Victoria, the principal producing states, pastoralists are optimistic of a largely increased clip and see no likelihood of any appreciable fall in values.

DEVELOPMENTS IN AUSTRALIAN IRON AND STEEL INDUSTRY

C. HARTLETT, OFFICE OF THE TRADE COMMISSIONER

Melbourne, May 16, 1928.—Following the recent amalgamation of certain large British and Australian iron and steel manufacturing interests in Australia in the formation of a new company with a capital of £5,000,000, to which reference was made in *Commercial Intelligence Journal* No. 1267 (May 12, 1928), further extensions in the manufacture of steel pipes and galvanized sheets are also reported.

It is announced that Stewarts & Lloyds (Australia) Limited, a branch of the parent company at Glasgow, Birmingham, and elsewhere, are erecting a plant at Newcastle, N.S.W., for the manufacture of steel pipes and tubes for Australian requirements. The capital outlay will be approximately £1,000,000, and the process of manufacture, it is stated, will be on the lines of the latest development in Great Britain and America and entirely new to Australia.

Five additional rolling mills are to be put down by John Lysaght (Australia) Limited at their present works at Newcastle, together with necessary galvanizing and other plant. This firm is associated with the well-known British firm of Nettlefolds. The extensions will involve a capital expenditure of £200,000 and will bring the capacity of the works up to 50,000 tons of galvanized and black sheets per annum.

REVIEW OF AUSTRALIAN TRADE, 1926-27*

TRADE COMMISSIONER D. H. ROSS

V

Importations of Interest to Canada—Continued

TOTAL IMPORTATIONS OF FISH INTO AUSTRALIA

The figures relating to the extent and values of the imports of fish into Australia for the year 1926-27, with those of the previous year, are recapitulated thus:—

	1925-26		1926-27	
	Quantity Pounds	Value £	Quantity Pounds	Value £
Fresh, or preserved by cold process	7,823,784	205,163	6,849,883	180,773
Potted, concentrated and caviare . . . . .	.....	130,969	.....	146,782
Preserved in tins or other air-tight vessels	25,561,258	1,164,223	30,069,337	1,418,103
Smoked or dried (not salted)	404,222	17,090	1,144,899	36,548
	Cwt.	£	Cwt.	£
Unspecified fish, n.e.i.	7,753	27,989	7,571	26,436
Oysters in the shell (from New Zealand) ..	2,899	2,228	2,115	1,699
Total values 1925-26 and 1926-27		1,547,662		1,810,341
Total value 1926-27		1,810,341		
Increase of imports in 1926-27		262,679		

IMPORTS OF FISH FROM CANADA

To illustrate the trend of the Australian importations from Canada in 1925-26 as compared with 1926-27, the following table has been compiled:—

	1925-26	1926-27	+ Increase — Decrease
Fish, fresh or cold process	£ 3,298	£ 1,655	— £ 1,643
Fish, preserved in tins	407,488	489,717	+ 82,229
Fish, smoked or dried	123	.....	+ 123
Fish, unspecified	2,549	799	— 1,750
	£413,458	£492,171	+ £78,713

The extent and values of the Australian importations of canned fish in 1925-26 and 1926-27 are, for general information, submitted herewith:—

AUSTRALIAN IMPORTS OF CANNED FISH

	1925-26		1926-27	
	Quantity Pounds	Value £	Quantity Pounds	Value £
United Kingdom	5,524,865	145,978	5,837,029	153,353
Canada	9,520,806	407,488	10,388,722	489,717
New Zealand	140,257	21,121	116,519	14,577
South African Union	115,854	8,447	205,240	14,264
Alaska	1,859,888	110,279	1,586,062	83,273
China	144,846	10,602	110,932	8,492
France	19,250	2,433	26,333	3,650
Italy	39,665	2,702	56,255	3,838
Japan	254,643	24,133	532,744	52,291
Netherlands	10,270	673	40,081	2,314
Norway	3,028,198	165,369	3,604,041	209,666
Portugal	90,481	8,902	84,277	8,293
Russia	87,281	5,514	234,515	17,180
Spain	11,883	768	2,798	137
Sweden	26,642	1,629	54,352	2,683
United States	4,683,644	248,046	7,163,910	352,692
Other countries	2,785	149	25,527	1,683
	25,561,258	1,164,223	30,069,337	1,418,103

* Former reports in this series appeared in Nos. 1269 to 1271. The section in No. 1269 included a general review of Australian trade, with statistics of the overseas trade of the different states, comparison of the free with dutiable imports, Australian imports and exports from British and foreign countries, and a general comparison of the trade of Canada and Australia. The section in No. 1270 gave a comparative view of the trade of Canada and Australia (with tables illustrating reciprocal benefits derived under the Canadian-Australian trade agreement), and of Australian trade with the United States. The first section of the part entitled "Importations of Interest to Canada," giving details of the imports of Canadian agricultural implements and machinery, and of the production and exports of Australian agricultural implement factories, was published in No. 1271; and the second, motor vehicles and paper, in No. 1272.

In 1926-27 the imports of canned fish from the United States and Alaska combined were 8,749,972 pounds valued at £435,965, as compared with 10,388,722 pounds valued at £489,717 from Canada.

AUSTRALIAN IMPORTS OF TIMBER

From year to year, caused by financial and other conditions, the Australian demand for oversea timber varies considerably. In 1923-24 the total importations of timber into Australia were valued at £5,394,449; in 1924-25, at £4,264,221; in 1925-26, at £5,034,139; and in 1926-27, at £4,541,393.

With rare exception, practically all imported timber, from the West Coast of North America, the Baltic, and other sources of supply, is freighted on cargo steamers, many of which are specially designed for the trade. Some of these steamers—especially those in the transpacific trade—carry immense deck loads, as well as the cargo under hatches.

Time chartering of steamers requires quick loading, hence mills with a large output have an advantage over those with smaller capacity.

Most of the oversea timber is sold in Australia by long-established and experienced timber-broking firms, which charter steamers on their own account and then sell to the various mills and merchants in such quantities as are required. If unable to place an entire cargo—frequently over 4,000,000 superficial feet—before shipment, they fill up the space on their own account with suitable specifications for the particular market and sell before the steamer arrives at port of destination.

What the effect of the increased customs duties on timber, which came into operation in December, 1927 (as outlined in *Commercial Intelligence Journal* No. 1253), will be remains to be demonstrated. To what extent the duties may benefit Australian hardwoods, and whether these increases will curtail the importation of oversea softwoods, time alone can prove.

The Australian importations of timber during the last two fiscal years, for which particulars are available, are shown thus:—

Country of Origin	1925-26	1926-27
United Kingdom	£ 3,704	£ 5,485
Canada	229,457	204,904
India	13,145	14,256
New Zealand	671,165	551,461
Other British possessions	18,316	22,700
Norway	514,621	491,305
Sweden	546,510	462,324
United States	2,679,420	2,467,182
Other foreign countries	357,801	321,776
	<hr/> £5,034,139	<hr/> £4,541,393

The trend of the importations from Canada and the United States is shown thus:—

Imports of Timber	1924-25	1925-26	1926-27
From Canada	£ 200,667	£ 229,457	£ 204,904
From United States	2,094,420	2,679,420	2,467,182

AUSTRALIAN IMPORTS OF ARTICLES OF WOOD

This miscellaneous classification includes laths, pickets, staves, plywood, split pulleys, tool handles, doors, screens, picture frames, etc., wholly or partly finished. The imports from Canada in 1926-27 were approximately £26,261.

The wood products imported from all countries of interest to Canadian manufacturers are appended thus:—

	1925-26	1926-27
Broom stocks	£ 384	£ 14
Casks and vats	3,675	1,556
Brushmakers woodware	2,656	1,423
Buckets and tubs	181	111
Clothes pegs	7,213	1,714
Doors, including screens	22,298	30,203
Tool handles (axe, etc.)	84,998	73,457
Elm hubs	1,351	1,490
Incubators, etc.	2,900	2,261
Last blocks, rough	11,808	8,284
Lasts and trees	2,269	2,593
Oars and sculls	5,597	3,858
Picture and room mouldings	5,508	3,600
Hickory rims and felloes, rough	1,426	1,483
Shafts, poles and bars	133	122
Shooks	79	76
Wood wool	2,692	2,322
Picture frames	28,051	27,606
Architraves, skirtings, etc.	328	1,189
Timber, bent or cut to shape	2,887	3,764
Timber for making doors, cut to shape	435	....
Hickory, undressed	4,548	3,382
Laths	44,644	46,942
Pickets, undressed	556	247
Plywood, veneered or otherwise	139,772	148,735
Shingles	6,338	4,993
Hickory spokes, dressed	2,717	2,160
Staves, dressed	27,672	45,601
Staves, undressed	34,612	19,022
Veneers	11,912	14,032
Wood articles (unclassified)	192,856	240,607

AUSTRALIAN IMPORTATION OF FURNITURE

Some variation has taken place in recent years in the importation of furniture into Australia, as indicated by the total increase in values by £42,300 in 1926-27 compared with the previous year. Period and antique furniture (purchased by dealers and tourists) have entered largely into the volume of imports from the United Kingdom and the Continent. Office equipment—chiefly in steel—is mainly responsible for importations from the United States.

The classification of furniture includes a wide range of goods, some not strictly confined to furniture in the ordinary acceptance of that description, but the importations in normal years from Canada and the United States are chiefly of special refrigerators (making their own ice); office equipment such as desks and filing cabinets; blind rollers; and sundries for household use.

Some months ago sample shipments of Canadian furniture were landed in Melbourne, comprising chairs, tables for camp equipment, card tables, etc., but—with the exception of one line—they were not competitive with similar goods of Australian manufacture, owing to the ocean freights and more particularly to the high customs duties.

The net customs duties on furniture are 38½ per cent if made in the United Kingdom and 55 per cent if made in all other countries, while wood chairs are dutiable at 3s. each or 38½ per cent on British and 5s. each or 55 per cent if of other origin.

In 1925-26 there were 796 factories in Australia employing 10,355 operatives, which produced furniture to the value of £5,528,629 from native woods of excellent character as well as—in the cheaper types—from imported timber.

Excluding articles of wicker and bamboo, the total imports of furniture into Australia, together with the principal countries of origin, are given in the appended table:—

Country of Origin	1924-25	1925-26	1926-27
United Kingdom	£ 69,107	£ 65,067	£ 72,550
Canada	551	816	902
India	938	859	899
Belgium	300	909	2,381
China	2,951	3,644	4,993
France	4,104	4,401	6,137
Germany	2,148	4,301	7,638
Italy	591	467	989
Japan	3,906	5,547	6,962
Sweden	8,061	8,723	6,159
Switzerland	536	721	669
United States	48,071	52,092	78,506
All other countries	1,660	2,774	3,837
Total imports	£142,924	£150,321	£192,622

AUSTRALIAN IMPORTATIONS OF ORGANS AND HARMONIUMS

In 1926-27 pipe organs and parts, including metal pipes, were imported into Australia to the value of £4,100, of which the United Kingdom supplied £2,806; Germany, £1,017; the United States, £946; and Canada, £31. Some Australian manufacturers have earned a reputation for building pipe organs chiefly of imported parts.

The importations of ordinary household organs, and small organs for churches, show a modest increase, in both number and value, in recent years, but the trade is unlikely to show much expansion in the future.

The imports for the last two fiscal years are shown thus:—

	1925-26		1926-27	
	No.	£	No.	£
United Kingdom	4	135	7	293
Canada	6	217	35	1,151
France	1	102	...	...
Germany	9	827	26	959
Italy . . . . .	...	...	1	11
United States	260	5,233	246	5,443
	280	6,514	315	7,857

AUSTRALIAN IMPORTATIONS OF PIANOS

In 1926-27, as compared with the previous year, the Australian importation of upright and grand pianos declined by 1,946 in number and £96,939 in value. Yet the importations of these instruments in 1926-27 aggregated the respectable total of 4,431 instruments valued at £205,217. The decrease in the period under review was mainly caused by abnormal imports in the two previous years, and by the demand favouring player-pianos. Imports from Canada indicated an encouraging increase, chiefly through the visit to Australia of a prominent Dominion manufacturer. Germany has for many years maintained its position as the chief source of supply though, in common with other countries, that country has shared in reduced exports in the last fiscal year.

The importations during the last two fiscal years, showing the number of instruments and the value from each country, are appended:—

Australian Importations of Upright Pianos

Country of Origin	1925-26		1926-27	
	No.	£	No.	£
United Kingdom	847	42,317	634	29,127
Canada	41	1,362	70	2,311
Czechoslovakia	120	4,940	29	1,076
Germany	3,824	175,639	2,438	108,545
United States	1,409	63,157	1,067	41,376
Other countries	13	719	1	25
	6,254	288,134	4,239	182,460

Australian Importations of Grand and Semi-Grand Pianos

Country of Origin	1925-26		1926-27	
	No.	£	No.	£
United Kingdom	20	2,193	14	1,799
Austria	4	493	1	110
Czechoslovakia	1	105	2	91
France . . . . .	...	...	1	88
Germany	79	8,827	146	17,405
United States	19	2,404	28	3,264
	123	14,022	192	22,757

PLAYER-PIANOS IN DEMAND IN AUSTRALIA

The unprecedented number of player-pianos imported into Australia in recent years has been the most marked feature of the musical instrument trade of the Commonwealth.

Low-priced—or cheap—types of player-pianos from the United States and Germany have held the bulk of the trade. By the imposition of higher fixed customs duties, effective in November, 1927, it is anticipated that it will tend to a reduction in numbers and cause the importation of a better class of instruments. The recent importations are shown thus:—

Australian Importations of Upright Player-Pianos

Country of Origin	1925-26		1926-27	
	No.	£	No.	£
United Kingdom	214	21,029	235	21,844
Canada	94	7,208	64	4,347
Austria	3	264	1	140
Belgium . . . . .	...	...	1	66
Czechoslovakia	13	1,128	16	1,341
France	2	253	7	728
Germany	1,387	119,093	1,993	159,716
United States	7,042	456,669	11,385	682,085
Other countries . . . . .	...	...	3	284
	8,755	605,644	13,705	870,551

Australian Importations of Grand Piano Players

Country of Origin	1925-26		1926-27	
	No.	£	No.	£
United Kingdom	3	549	7	1,242
Germany	23	3,889	13	2,840
United States	63	9,749	34	5,771
	89	14,187	54	9,853

PIANO PARTS AND ACCESSORIES

Several Australian companies, some established for many years, are manufacturing pianos and players in which, to some extent, imported parts are embodied. The total imports into Australia under these classifications in 1926-27 were valued at £46,735, of which the United Kingdom supplied £6,040; Canada, £8,070; Germany, £1,916; and the United States, £30,608.

AUSTRALIAN CUSTOMS DUTIES ON PIANOS AND PLAYERS

The increased duties on pianos and player-pianos, which became effective in November, 1927, may very materially reduce the importation of these instruments. A fixed duty of £40 (\$194.67) on the cheapest player-piano from the United States or Germany will likely curtail imports of that type, but inversely may increase the importation of a better class of instruments.

a rubber plant in Tasmania, independent of the two other old-established Australian rubber companies, it is considered that Australian requirements of tires and tubes will ultimately be mainly of domestic manufacture. Hence imports from Canada—as from other countries—are likely to be much curtailed.

The imports in 1926-27 of crude rubber, rubber waste, and masticated rubber were valued at £2,329,719. The principal sources of supply were Malaya (British), £1,721,876; Netherlands East Indies, £191,075; Ceylon, £295,899; United Kingdom, £35,012; United States, £18,342; Brazil, £18,302; and Papua, £15,543.

The imports of boot and apparel elastic were valued at £259,347, of which the United Kingdom supplied £142,757; the United States, £77,698; and Germany, £25,572.

AUSTRALIAN IMPORTS OF LEATHER AND OTHER FOOTWEAR (NOT RUBBER)

	1925-26	1926-27
Boots, shoes, slippers, etc.	£193,619	£237,406
Ladies' footwear, textile uppers	7,336	14,752
Other footwear	32,980	37,798
Slipper forms and goods for boots	85,207	66,962
Upper and tops, soles, etc.	6,903	8,493
	£326,045	£365,411

The principal sources of supply of leather boots, shoes, and slippers were the United Kingdom (£137,868), Switzerland (£46,503), the United States (£32,944), France (£9,265), Austria (£2,330), Czechoslovakia (£1,642), and Canada (£1,957).

In ladies' footwear and textile uppers, the United Kingdom (with £8,201) and Switzerland (£2,666) were the chief sources of the imports, with small quantities from France and the United States.

The United Kingdom supplied (£32,525) practically the whole of the other footwear classification.

In slipper forms and goods for boots, the United States is credited with £43,083, the major portion of the imports, followed by the United Kingdom (£19,526) and France (£3,459).

The supplies of uppers, tops, and soles, as heretofore, came almost entirely from the United Kingdom.

The boot and shoe industry is well established in the Commonwealth. The factories are equipped with up-to-date machinery and highly trained operatives. The domestic trade, however, is much depressed, hence competition, despite the world-wide advance in the cost of hides and skins, has brought down prices to the lowest level in recent years. Many of the principal manufacturers have numbers of retail stores in the leading cities and towns, thus reaching individual buyers direct, without intermediary distribution charges being added to prices. It is generally conceded by travellers and trade experts that in no other country are such good boot and shoe values obtained as in Australia at the present time. Excluding ladies' high-class footwear of fashion, and exclusive lines of men's wear, it is considered by the trade that imports for years to come will not exceed in value the figures of 1926-27.

AUSTRALIAN IMPORTS OF BELTING

The appended comparative return illustrates the Australian trade in imported belting during the last two fiscal years:—

<i>Canvas and Composition</i>			
Country of Origin		1925-26	1926-27
United Kingdom		£51,296	£57,897
Canada		625	778
United States		29,772	25,043
Other countries		316	782
		£82,009	£84,550

AUSTRALIAN IMPORTS OF BELTING—*Concluded**Leather*

	1925-26	1926-27
United Kingdom	£15,912	£15,720
Canada	832	34
United States	4,085	9,198
Other countries	586	429
	£21,415	£25,381

Rubber

United Kingdom	£ 3,872	£ 3,739
Canada	3,130	2,216
United States	10,148	9,189
Other countries	377	18
	£17,527	£15,162

SOUTH AFRICAN IRON AND STEEL INDUSTRY ACT

ASSISTANT TRADE COMMISSIONER C. S. BISSETT

Cape Town, May 7, 1928.—The Iron and Steel Bill, after having passed a joint session of the two Houses, became law on April 14, 1928, under the short title "Iron and Steel Industry Act, 1927". It provides for the incorporation, on some future unspecified date, of the South African Iron and Steel Corporation Limited with State assistance and majority control, the head office being located in Pretoria. The memorandum of association, which can be amended by Act of Parliament only, confers fairly wide powers on the corporation, and enables it to engage in practically any undertaking which is in any way associated with the production of iron and steel or associated products.

The board of directors is to consist of seven members, four to be appointed by the Governor General. One of these four is to be chairman. The managing director may be any one of the seven members, but is to be appointed by the Governor General. The other three may be appointed by private shareholders, one of the number to be deputy-chairman and to act as chairman during the latter's absence, providing the Minister does not appoint some other member of the board to act as chairman. Each director can nominate one of the shareholders to act as alternate director, subject to the approval of the board, provided that the appointment of any alternate director to act in place of a director appointed by the Governor General must be first approved by the Minister. Such alternate director need not be a shareholder. Majority control is thereby effectively reserved for the Government. Members of the Senate, House of Assembly or any Provincial Council are ineligible as directors, as are any officers, servants or agents of any company engaged in the production of iron or steel.

Members of the board hold office for five years, those appointed by the Governor General being eligible for reappointment, the remainder ineligible. The chairman has a casting as well as a deliberative vote, but the deputy chairman, when acting as chairman, has no casting vote.

The authorized share capital of the corporation is £3,500,000, divided into—

- (a) 500,000 ordinary £1 shares to be subscribed by the Government ("A" shares);
- (b) 3,000,000 ordinary £1 shares to be offered for public subscription ("B" shares) at not less than par.

In lieu of "B" shares, the Minister may offer for public subscription at not less than par an equivalent number of preference shares, cumulative or otherwise, and may also increase the capital by issuing extra £1 "B" shares up to an additional 500,000.

The "A" shares are to be paid up by the Government not later than July 1, 1930, and entitle the Government to a number of votes, exceeding by one the combined voting power of all other shareholders. The board is empowered to raise £1,500,000 for the capital expenditure of the corporation by debentures carrying interest not exceeding $5\frac{1}{2}$ per cent per annum, which, together with the principal, is to be guaranteed by the Government. The debentures are to be retired by the sinking fund method within forty years, and may be purchased on the open market and cancelled by the board at any time within that period. The Government is further empowered to borrow any amounts at any time up to a total of £1,000,000 in the interests of the State-aided iron and steel industry.

The contract between the South African Railways and the existing steel industry is to be annulled as from the date on which the incorporation of the new company is proclaimed, and no compensation is given by the Government. Provision is made for a contract between the new company and the railways for the latter's requirements for a ten-year period. This provides that where prices are based upon the cost of the administration of an imported article, there shall be included in such cost the amount of any dumping duty which would be leviable.

THE WINDWARD ISLANDS

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, May 18, 1928.—Geographically the Windward Islands are those lying to the windward of the Caribbean Sea, and consist of Grenada, St. Vincent and St. Lucia. They are administered independently under one Governor with headquarters in Grenada.

GRENADA

Grenada, the most southerly of the Windward Islands group, lies about 90 miles to the north of Trinidad, 60 miles northwest of Tobago, 68 miles south-southwest of St. Vincent, and 100 miles southwest of Barbados.

The colony of Grenada comprises the island of that name, the island of Carriacou and the Grenadine islands to the south. Grenada is about 21 miles long and 12 miles wide at its greatest breadth, with an area of about 120 square miles. The island is irregular in shape, purely volcanic in its origin, and very mountainous. The estimated population is 71,621. St. Georges (population 4,629) is the capital and port of the colony. Steamers drawing up to 22 feet can be berthed alongside the jetty in the inner harbour.

Industries.—Grenada depends entirely upon agriculture for its prosperity. Sugar was at one time the staple commodity, but that now grown is not of high quality and is consumed locally. Most of the sugar works that are kept up exist chiefly for the distillation of rum, for which there is a profitable domestic market, the annual consumption being about 50,000 gallons.

The staple product is cocoa, backed by a secondary crop in the shape of spices, chiefly nutmegs and mace, and to a smaller extent kola nuts and cloves. The area under cocoa cultivation is extensive, and besides the large local consumption a small export trade is done with cocoanuts and copra. Arabian and Liberian coffee, and Hevea and Castilloa rubber, are also grown on a few estates. Cotton ("Marie Galante"), largely cultivated towards the end of the eighteenth century, when upwards of 2,000,000 pounds were annually exported, is at present only grown in small quantities.

ST. VINCENT

St. Vincent, the second colony of the Windward group, is 30 miles southwest of St. Lucia and 97 miles west of Barbados. It is 18 miles in length and 11 in

width at its broadest part and has a total area of 133 square miles. The population is 44,447; that of its dependencies, the Grenadines, is 4,115. Kingstown (population 3,836) is the capital and chief port of the island.

Industries.—At one time St. Vincent was not prosperous, due to the lack of an industry to take the place of sugar cultivation, which had fallen upon evil times. To-day, however, it is perhaps one of the most prosperous of the British colonies of the West Indies. Arrowroot is the staple commodity grown, and it is world famous. This industry has been supplemented by the growing of Sea Island cotton, for which the island is particularly well adapted, but due to the present unsatisfactory state of the world markets for this commodity it cannot be said that the industry is thriving. Sugar, rum, molasses, and cocoa are also produced on a small scale.

ST. LUCIA

St. Lucia, the most northerly of the Windward Islands, and the largest of all the Windward and Leeward Islands with the exception of Dominica, is separated from Martinique on the north by a channel about 20 miles wide, and from St. Vincent on the south by a channel about 25 miles wide. It has a maximum length of 25 miles and a maximum width of 12 miles with a total area of 233 square miles.

Topographically and geologically, it is an almost exact replica of Dominica. In St. Lucia the mountains are more "hummocky" and do not reach the same altitude as those of Dominica; the rivers are consequently smaller and have less erosive power, and do not as a general rule present the same gorge-like characters as those of Dominica. There are several wide fertile and almost flat valleys under extensive sugar cultivation.

Castries, the capital, is situated on a magnificent land-locked harbour at the northwest end of the island. The greater portion of the business section was destroyed by fire in May, 1927. This is the only harbour in the West Indies (except Demerara) where the steamer comes alongside the wharf, and for this reason the island has in the past attained much importance as a coaling station. The total population is 49,000, and is concentrated chiefly in Castries and the coastal villages.

Industries.—Sugar, cocoa, and limes are now the principal staple products of St. Lucia, but the yield of cocoa has not increased very much for some years. Several estates are worked on scientific lines, while numerous others—principally those of the peasants—are on the verge of abandonment.

The planting of limes was first undertaken in 1902, but was not until 1906 taken up as a major crop. Limes thrive remarkably well in wind-protected areas of the colony, the conditions of climate, soil, and rainfall being favourable to the industry. Coccoanuts also grow luxuriantly throughout the island.

TRADE OF THE LEEWARD AND WINDWARD ISLANDS WITH CANADA

The total import trade of the Leeward Islands with Canada amounts to approximately £260,000 per annum, while that of the Windward Islands is as follows: St. Lucia, £37,000; St. Vincent, £45,000; and Grenada, £90,000.

The requirements of both groups of colonies are much the same, principally foodstuffs made up of flour, cured fish, pickled beef and porkstuffs, canned vegetables and fruits, fresh and tinned butter, potatoes, cabbage, onions, peas and beans. Other goods in demand are footwear (chiefly rubber-soled canvas shoes), piece goods, underwear, stockings of cotton and artificial silk.

In most lines of foodstuffs Canada has the bulk of the trade, but in such commodities as porkstuffs and canned fruits United States factories obtain the market. This, merchants state, is because of quality and price. Here again, as throughout the entire West Indies, the factor of price is the controlling one.

Canadian exporters of foodstuffs, particularly in flour and fish, are well represented throughout the territory, although in the latter commodity there is a stronger demand and preference for Newfoundland fishstuffs due to price. Increased business is possible in shipments of potatoes, onions, and cabbages. The small- and medium-sized potato and onion is preferred. Shipments made in 55-pound crates net arrive in superior condition to barrelled lots and are much preferred by the trade.

In the markets of the smaller islands more direct importing is done; that is to say, the importer is the merchant and so brings in the goods direct for his own account, whereas in Trinidad and Barbados orders are usually placed through commission merchants. It should also be remembered that many of the large commission agency firms located in Trinidad and Barbados not only have branches in some of the more important northern islands, but also work them periodically with travellers.

These islands being essentially agricultural, industries outside of the sugar factories and such as are primarily connected with the products of the land are non-existent. The major wants of each colony are therefore foodstuffs and clothing; the demand for the latter, however, is not large.

St. Lucia, due to the fire which destroyed Castries about a year ago, is the only territory presenting any good opportunities in such lines as cement, builders' hardware, and allied lines. The work of reconstruction, however, makes slow progress. Danish and English cement, principally the former, is entering this market in quantity. Imports in 1926 were valued at £1,609: Denmark, £868; Great Britain, £589; and the United States, £152.

CANADIAN TRADE WITH MALTA, 1927

TRADE COMMISSIONER A. B. MUDDIMAN

Milan, May 29, 1928.—According to the figures issued by the Dominion Board of Statistics, Canadian export trade last year with Malta showed a falling off of nearly \$100,000: \$345,883 as against \$444,730 in 1926. On the other hand, the figures issued by the Customs of Malta showed—without including any exports from British Columbia, which are listed separately—Canada's exports for 1927 to Malta were greater than in 1926: £86,983 as against £78,872. Shipments of grain diverted, or indirect shipments from the United Kingdom of Canadian goods—which may have been recorded in the Customs Department at Valletta as Canadian, whilst in Canada they might have been listed as exported to the United Kingdom—furnish the probable reason for the discrepancy.

The exports from British Columbia are in the Maltese statistics recorded separately from those of the rest of Canada, and this is extremely useful, as it gives a good idea of the volume of goods being shipped from the Canadian Pacific coast as distinct from the Atlantic. Thus, the figures of the total trade for 1927 are £86,983 credited to Canada, and merchandise to the value of £35,315 credited to British Columbia, making a total of £122,298, or approximately at \$4.86 to the pound, \$594,368 (Canadian).

The total import of Maltese domestic products into Canada was £108.

ITEMS REVIEWED

Wheat forms the principal Canadian export to Malta. In 1927 Canada is credited in the Maltese returns with a value of £64,887 and British Columbia with £32,195, a total of £97,082. The tonnage is given as 7,292 out of a total of 29,149. About 50 per cent of the wheat imports are from the United States, a part of which may be of Canadian origin. The balance is practically divided between Canada and Australia.

The second largest commodity exported by Canada to the Island of Malta is flour. Out of a total of 238,605 cwt. in 1927, 21,259 cwt. are credited to Canada. Australia has about 60 per cent of the business, and the United States nearly 30 per cent. There is a small importation from the United Kingdom and Egypt. A portion of the supplies attributed to the United Kingdom and the United States is probably of Canadian origin.

About 20 per cent of the trade in preserved fish is in Canadian hands, and as the United Kingdom is also a heavy exporter, it is not improbable that some Canadian salmon has reached Malta indirectly, as it does Italy, through the United Kingdom. From British Columbia £3,210 worth of preserved fish was shipped, and from the rest of Canada, £177. Newfoundland has some share in the dried codfish trade: Iceland has made no inroad on the Newfoundland trade as it has done in Northern Italy. It is probable that some Canadian codfish reached Malta indirectly through Southern Italy, or through the United Kingdom.

During the past year Canada had no place in Malta's imports of cheese, lard, sugar, pianos, leather, hardware, agricultural machinery, or paper, and some small business in these products might be obtained. For example, over £14,000 worth of wrapping paper was used and nearly £3,500 of printing paper. The United Kingdom and the United States made small shipments of agricultural machinery, totalling around £4,000. The hardware business, which is mostly in the hands of the United Kingdom and Germany, totalled over £56,000 last year. Imports of pianos, pianolas, and harmoniums totalled over £11,000. Over 90 per cent of this business was in the hands of the United Kingdom and Germany, and there were small shipments from the United States. Shipments of tanned leather totalled over £25,000, a small portion of which is credited to the United States. In leather manufactures other than boots and shoes, the share of the United States was merely nominal; this trade is in the hands of the United Kingdom and Italy. Some 125 pairs of rubber-soled canvas shoes from Canada were imported, but fair business might be obtained in this line, and this office would be pleased to hear from interested exporters who can compete. The bulk of the trade in manufactured india-rubber was valued last year at £2,100, 50 per cent of which was handled by England. In the motor vehicle trade, the United States has over 50 per cent and the United Kingdom 25 per cent of the business. (A shipment was received from Canada valued at £1,876, and the well-known Italian makes did some small business.) In lumber, Canada shipped to the value of £75 out of a total of £36,895, but as the United Kingdom is credited with over £7,000, some Canadian lumber may have been included in this. Considerable quantities of canned milk were imported from the Netherlands, and it is not impossible that some from a well-known Canadian firm was shipped by Rotterdam to this part of the world.

For the last three years Canada's exports to the Island of Malta, according to Malta's figures, show some increase. Any Canadian firms interested in this market, who may not be satisfied with existing connections, are invited to write to the office of the Canadian Trade Commissioner in Milan.

TRADE OF DOMINICA, 1927

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, May 25, 1928.—The total value of the imports of the Colony of Dominica for the year 1927 was £168,630 as compared with £164,884 in the previous year. The United Kingdom was again the chief source of supply, followed by the United States and Canada. The percentages of imports credited to the principal countries of supply were as follows:—United King-

dom, 30.4; United States, 24.6; Canada, 23.1; other British West Indies, 18.4; and other countries, 3.5.

The value of imports from Canada amounted to £38,877 as compared with £45,669 in 1926, a decrease of £6,792. The greater portion of these imports consisted of foodstuffs, and under the heading of "Food, Drink and Tobacco," Canada is credited with £30,897; the balance is made up of imports of "Raw Materials and Articles Wholly or Mainly Manufactured." The volume of trade originating in the United States is given at £41,440, composed almost entirely of goods of the above class. There is a large quantity of imports shown from other British West India colonies, principally Barbados, consisting of foodstuffs which in themselves were no doubt imported originally from Canada. In the period under review this trade amounted to over £24,000.

PRINCIPAL IMPORTS INTO DOMINICA FROM CANADA IN 1927

	Quantity	Value
Biscuits and bread, in barrels (lbs.)	5,781	£ 215
Fancy biscuits (lbs.)	2,654	144
Butter and butter substitutes (lbs.)	6,649	726
Cheese (lbs.)	7,122	443
Fish, pickled (lbs.)	60,550	543
Fish, dried and smoked (lbs.)	107,719	2,515
Oats (lbs.)	43,147	318
Flour, bags of 98 lbs. each	21,621	22,413
Meats, pickled (lbs.)	9,642	289
Meats, smoked and cured (lbs.)	1,513	128
Olive oil, etc. (gals.)	1,207	396
Sugar, refined (lbs.)	151,780	1,644
Boots and shoes (pairs)	8,506	1,992
Cattle and other animal foods (lbs.)	36,328	320
Cement (barrels)	732	693
White pine (feet)	59,821	927
Pitch pine (feet)	37,954	843

The total exports of the colony in 1927 were £155,806 as compared with £143,430 in the previous year, of which only £3,570 went to Canada and consisted mostly of cocoa, copra and raw lime juice.

INDUSTRIAL CONDITIONS IN THE NORTH OF ENGLAND

ACTING TRADE COMMISSIONER JAMES A. STRONG

Liverpool, June 5, 1928.—There have been no important changes during the past month in the staple industries of the North of England. The recent improvement in export business has been maintained but continued labour disputes in the textile industries of Lancashire and Yorkshire are causing much concern.

The Government Committee on Trade and Industry have just issued a comprehensive "Survey of the Textile Industries." This publication which deals with organization, production and export trade in the cotton, wool and artificial silk industries comes at an opportune time and should prove of inestimable value in the consideration of the various proposals for the reorganization of these industries.

A joint committee of cotton trade organizations have announced a program of investigation with a view to enabling the industry to keep in touch with world changes in demand, and in the American section experiments have been made by a combination of manufacturers, finishers and merchants in the production of standard cloths for export. This combination permits of these cloths being offered at reduced rates and promises to considerably improve the competitive position of the industry. The export markets have recently been more active, and in China particularly, both the quantities disposed of and the prices obtained have shown a marked improvement, stimulated by the recent trouble with Japan.

The Bradford area is disturbed at present by the prospect of a lockout by employers consequent on a dispute over the question of wages in the spinn-

ing section. It is reported that one firm in Bradford have adopted the system of three shifts per day, paying their operatives the full standard rate of wages. Trade Union officials are objecting and appear to hold the view that there must be no reorganization of working conditions although the number of operatives employed is steadily diminishing. Any stoppage at this time would seriously affect the piece goods trade both in the cotton and wool industries. Recent estimates of the reduced supply of wool from Australia are now found to have been exaggerated, and the high prices paid at Colonial sales on the assumption of a scarcity have left consumers with large stocks which will probably have to be liquidated at a sacrifice. As a result more machinery than usual is idle at present awaiting adjustment of prices and a settlement of the labour trouble.

As an indication of the increased activity in shipbuilding, returns show that 33 vessels of 130,214 tons were launched during the first quarter of this year on the Tyne as compared with 11 of 50,034 in the corresponding period of last year. Increasing costs on the Continent have lately diverted inquiries to the Tees-side from firms who have been drawing supplies from that source since the termination of the war.

The anticipated expansion of business for North East Coast iron and steel producers following the rise in prices in the German industry has not yet materialized. Exports last month of manufactured iron and steel were 41,507 tons as compared with 45,663 tons in April. International conditions however are moving in favour of British producers and an increasing proportion of new orders should be placed here. General engineering has been moderately active, and in increasing number of British tenders have been accepted recently. The lighter trades in the Sheffield area, however, have been unusually quiet, exports of cutlery decreasing £11,000 in April as compared with the previous month.

NORTH OF ENGLAND COMMODITY MARKETS

ACTING TRADE COMMISSIONER JAMES A. STRONG

TIMBER

Liverpool, June 7, 1928.—The market for Nova Scotia spruce was more active during May, due to its relative cheapness as compared with New Brunswick, for which there was small inquiry, and in this connection the manufacture of the former is reported to be improved. There has been no change in prices from last month. The present labour dispute in Finland is not expected to have any appreciable effect on the spruce market, as whitewood does not compete with Canadian spruce here. Quebec birch logs are in short supply with prices steady. The birch plank market has been strong with prices ranging from £16 to £16 5s. per standard c.i.f. for cargo lots and £16 15s. to £17 for liner lots.

Consumption of Douglas fir has been heavy, but stocks generally are ample, although certain sizes are not available. Prices advanced 15s. per standard towards the end of the month from £14 5s. for merchantable grades and £20 5s. for clear early in May, the lowest quotations of the year. For the month ending May 31, 1928, unofficial statistics of certain imports, consumption, and stock are given in comparison with the corresponding period of 1926 and 1927, as follows:—

Liverpool

	Import		Consumption		Stock	
	1927	1928	1927	1928	1927	1928
Douglas fir.. . . .c. ft.	29,000	101,000	52,000	193,000	196,000	388,000
Birch logs.. . . .	6,000	8,000	7,000	28,000	5,000	5,000
Birch planks.. . . .	91,000	14,000	43,000	46,000	183,000	89,000
Quebec yellow pine deals... . .stds.	20	230	370	310	3,790	3,290
N.B. and N.S. spruce and pine.. . . .stds.	3,100	570	1,030	740	4,870	5,980

Manchester

	Import		Consumption		Stock	
	1927	1928	1927	1928	1927	1928
Douglas fir.. . . . c. ft.	15,000	8,000	2,000	12,000	36,000	42,000
Birch logs.. . . .	Nil	2,000	1,000	3,000	3,000	2,000
Birch planks.. . . .	13,000	36,000	19,000	30,000	13,000	18,000
Spruce deals .. . . .stds.	320	1,110	750	1,800	480	1,730

WHEAT AND FLOUR

There has been a steady decline in wheat prices throughout the past month, Manitobas closing at 5s. to 3s. 6d. per quarter lower than the previous month, while other red wheats showed losses of 3s. 6d. to 4s. per quarter. Canadian wheat at the lower levels has been relatively more attractive to millers and considerably more business has been transacted than for some months past. The decline has been due to the improved condition of the United States winter wheat crop and to the favourable conditions under which the Canadian crop has been seeded. Stocks of wheat in public warehouses in Liverpool are heavy, consisting almost wholly of Argentine and amounting to 519,000 quarters as against 424,000 at the end of April. In addition, millers are reported to be carrying larger quantities than usual. Stocks of wheat in Manchester are moderate.

The flour situation remains unchanged. Canadian export patents were quoted at 41s. 3d. per 280 pounds c.i.f. at the opening of the month, but declined in the second week to 39s. 3d. and closed at around 37s. 9d., but few transactions were reported. Kansas flour was considered dear, but a small trade was done in Australian at 38s. 3d. to 38s. 9d. c.i.f. The preliminary figures showing imports of grain and flour to this area during April, 1928, are as follows:—

	Wheat Quarters	Flour Sacks	Barley Quarters	Oat Quarters
Liverpool.. . . .	446,411	14,813	10,901	32,377
Manchester.. . . .	238,088	4,199	1,340	3,593
Hull.. . . .	400,147	8,520	36,526	49,316
Newcastle.. . . .	44,660	500	....	12,894

BUTTER

There were two direct arrivals of New Zealand butter during May, amounting to 7,356 and 7,074 boxes, which are still in store. Spot prices on New Zealand opened at 167/168s. and closed at 170s., advancing in sympathy with London market. Prices on Irish butter were steady at 156s. to 158s. Danish was relatively cheap and consumption was consequently good. Prices were steady during the first half of the month at 179s., but later weakened to close at 170s.

CHEESE

The trade in cheese was generally quiet with prices steady during May. Canadian new season cheese opened at 93s. to 94s. per cwt., declining towards the middle of the month to 89s., with a few sales reported at the latter figure. Spot prices advanced later to close at 95s. to 96s. There were two direct arrivals of New Zealand, of 3,454 and 893 crates during the month. Supplies were light throughout, with prices around 97s. to 98s., advancing towards the close to 100s. The quantity of Cheshire cheese produced to date is smaller than last year and retail prices are the same as for Colonial. Imports of ordinary Canadian cheese to Liverpool during May, 1928, amounted to 6,057 boxes. Some 2,386 bundles and 560 cases and cartons of processed cheese arrived during the month. From April 1, 1928, to May 31, 1928, Liverpool imports of cheese from Canada amounted to 6,057 boxes of ordinary and 5,757 bundles and 1,370 cases and cartons of processed cheese. During the corresponding period of the previous year, 3,881 boxes of ordinary and 5,397 bundles and 1,348 cases and cartons of processed cheese arrived at this port.

BACON

There was a good demand for bacon during May with a steady advance in prices. The opening and closing prices respectively for the month were: Danish, 86s., 103s.; Swedish, 78s., 100s.; Dutch, 77s., 95s. Canadian bales advanced from 82s at the opening to close at 101s. Danish killings have fallen off during the past few weeks and Continental supplies have been generally lighter. There has been an increased demand for hams in May, prices advancing from 90s. to 95s. for United States, and Canadian from 102s. to 106s. Canadian bacon imports to Liverpool during May amounted to 1,219 boxes and 1,264 bales. The total Canadian imports of bacon to Liverpool from April 1, 1928, to May 31, 1928, amounted to 2,050 boxes and 2,636 bales as compared with 3,621 boxes and 6,528 bales during the corresponding period of the previous year. The following are unofficial estimates of the stocks of provision in the port of Liverpool on May 31, 1928, as compared with April 30, 1928, and May 31, 1927:—

	May 31, 1928	April 30, 1928	May 31, 1927
Bacon (U.S. and Canadian)cwt.	38,853	38,599	34,777
Hams (U.S. and Canadian)cwt.	12,243	19,015	15,587
Shoulders (U.S. and Canadian)cwt.	1,164	1,961	2,348
Butter (all countries)cwt.	7,063	6,444	2,706
Cheese (full shapes) Canadian and States (boxes)	3,867	2,518	1,573
Cheese (full shapes), Australian and New Zealand(crates)	2,047	1,705	1,677
Cheese (full shapes) 50 lbs. and under .(boxes)	....	189	694
Cheese (manufactured)(lbs.)	19,790	17,145	8,135
Lard (prime steam western)(tierces)	787	1,039	856
Lard (imported pure refined lard in tierces, firkins or other packages)(tons)	3,653	2,970	1,965

EGGS

Egg prices remained fairly steady during May, buyers for cold store in Ireland taking any surplus from this market. Due to the improved grading and packing of Irish eggs, increased quantities are being diverted to London, where in past years the trade in Irish eggs has been negligible. Continental eggs are retailing at 1d. each and larger quantities of Russian eggs are now arriving. There have been no offers as yet for cold-stored Irish for contract, one offer of 14s. 6d. Belfast several weeks ago having been withdrawn. It is expected that contract prices will be around 6d. per 120 higher than the opening figures of last year.

HAY

Arrivals of Canadian hay to Liverpool during May were heavy, being estimated at 33,650 bales as compared with 15,060 in April and 7,935 in March. Prices at the opening were around 82s. 6d., but declined gradually to close at 75s. per long ton c.i.f. Consumption was good for better quality, which promises to continue, but there is an over-supply of low-grade hay. Although it is early yet to make any definite prediction as to the new English crop, present prospects are for only a fair yield, but the situation depends on the amount of rain-fall within the next week or two.

SAFEGUARDING DUTY ON ENAMELLED HOLLOW-WARE IN GREAT BRITAIN

TRADE COMMISSIONER HARRISON WATSON

London, June 8, 1928.—The committee appointed by the Department of the Board of Trade of the British Government to investigate a second application made by United Kingdom manufacturers of enamelled hollow-ware for the levying of a customs duty on imported hollow-ware under the Safeguarding of Industries Act to-day issues a report recommending the adoption of a duty of 25 per cent *ad valorem*.

The import duty, which is subject to Imperial preferential reduction of one-third from the full duty in the case of enamelled ware manufactured in the Empire, applies to "all imported wrought enamelled hollow-ware (whether of iron or steel) for domestic use, except children's toys".

The committee further recommends that the duty, if adopted, shall remain in force for at least five years.

It remains to be seen whether the British Government will adopt the recommendation either in its entirety or in part, and in any case the proposed duty must receive the approval of both Houses of Parliament.

[A cable from Mr. Watson on June 13 intimated that the duty has gone into force.]

IMPROVEMENT IN THE GERMAN FISH MEAL MARKET

TRADE COMMISSIONER L. D. WILGRESS

Hamburg, June 5, 1928.—A marked rise in the prices of hogs towards the end of last month has brought about a better tone in the German fish meal market. From prices ranging around 51 Reichsmarks per 50 kg. (110 pounds) live weight at the end of April, hog prices tended to rise throughout May. This tendency became very marked in the last week of the month and top prices on the Berlin market rose to 68 Reichsmarks. With this increase in hog prices a leading trade paper foresees an end to the stagnation in the demand for fish meal, which has prevailed for several months.

There has been little change so far in the general import demand. Stocks of Norwegian west coast herring meal and pilchard meal remain considerable for this period of the year, while the stocks of white fish meal have increased somewhat. The market situation in May has been described as follows:—

The demand in the course of May remained indifferent. At intervals there appeared to be a slightly better tendency for autumn and winter shipments, but on the whole little business has been transacted. Prices have remained stationary, although weaker hands were frequently obliged to part with material at a considerable sacrifice and this had a depressing effect on business generally.

The following are the present approximate range of prices, *c.i.f.* Hamburg, paid by importers, dependent upon quality and reputation of shipper:—

Norwegian cod meal, £18 to £18 10s. per 1,000 kg. (2,204 pounds).
 Scotch white fish meal, £17 to £17 10s. per long ton (2,240 pounds).
 English whitefish meal, £16 10s. to £17 per long ton.
 North American white fish meal, £17 10s. per long ton.
 Norwegian west coast herring meal, £13 10s. to £14 10s. per 1,000 kg.
 North Pacific Coast pilchard meal, £14 to £15 per long ton.

FUTURE OUTLOOK

With the increase in hog prices, the breeding of pigs has again become profitable and this should lead to a renewal of the active buying of fish meal by the farmers. This in turn will result in the gradual absorption of existing

stocks. The future prospects for the trade with Germany in fish meal therefore are much brighter than was the case a month ago.

The principal districts for the German pig-breeding industry are Schleswig-Holstein, Oldenburg, Hanover, East Prussia, Pomerania, and Mecklenburg. These districts annually produce a surplus over local requirements of around 3,000,000 hogs, of which about 1,000,000 are supplied to the Berlin market, 800,000 to the Rhineland, 500,000 to Saxony, and around 700,000 to South Germany and Hesse. In East Prussia, Pomerania and Mecklenburg the raising of hogs is based chiefly on potatoes, and in view of the large potato crop last year the low hog prices did not serve to materially reduce the number of hogs in these districts. This made the position all the more serious for the breeders in Schleswig-Holstein, Oldenburg, and Hanover, where the animals are fed to a large extent on imported barley and corn. It is in these districts that the recent rise in hog prices should produce the most immediate consequences, and there should be a tendency to fatten hogs for market as rapidly as possible. Since fish meal is regarded as almost indispensable for this purpose, an active demand from the breeders for fish meal should soon become noticeable.

FISH MEAL ARRIVALS IN APRIL AND MAY

During the month of April a total of approximately 2,247 metric tons of fish meal arrived at Hamburg from Norwegian ports and Iceland. In May a total of about 1,750 metric tons arrived from these ports. There arrived from British ports 846 long tons during April and 1,246 long tons during May. The arrivals from United States Atlantic ports in April were 227½ long tons from Boston, and in May 160 long tons from Boston and 7½ long tons from Baltimore. In April, 130 long tons arrived from Halifax, N.S., but there were no arrivals from this port in May. A total of 7,486 sacks of fish meal arrived from San Francisco in May.

Other arrivals of fish meal at Hamburg in April included 2,960 sacks from Copenhagen, 1,200 sacks from South and East Africa, and 500 sacks from Oslo. The other arrivals in May were 4,275 sacks from Buenos Aires and 1,880 sacks from Copenhagen. In addition there arrived during May a total of 7,446 sacks of fish guano, of which 3,984 sacks came from Buenos Aires, 1,733 sacks from Norway, 1,148 sacks from India, and 581 sacks from Great Britain. The arrivals of fish guano in April amounted to a total of 6,810 sacks, of which 5,400 sacks came from India and the remainder from Great Britain.

JUGO-SLAVIA'S FOREIGN TRADE IN 1926

Mr. Henri Turcot, Assistant Trade Commissioner in Milan, reports under date June 2, 1928, that according to the latest statistics available, Jugo-Slavia's imports and exports respectively for 1926 (approximate amounts in dollars being placed within parenthesis) were valued at (\$137,372,022) 7,631,779,276 dinars and (\$140,727,240) 7,818,180,094 dinars, thus showing a favourable trade balance of (\$3,355,218) 186,400,818 dinars. The Dominion's exports to and imports from Jugo-Slavia amounted to (\$225,378) 12,251,006 dinars and (\$676) 37,605 dinars respectively. Asbestos, valued at (\$156,937) 8,718,726 dinars, was Canada's big item of export. The balance of the Dominion's exports included the following products, values being given in Canadian currency: vehicles, \$61,568; scientific apparatus, \$117; flour, \$450; rubber goods, \$252; iron products, \$54; leather and leather goods, \$102; furs, \$29. Amongst Canada's imports from Jugo-Slavia the principal commodities were: alcoholic beverages, \$360; leather and leather goods, \$162; and wooden articles, \$20.

ECUADOR AS A MARKET*

TRADE COMMISSIONER E. L. MCCOLL

Canadian exporters are invited to write to the Department of Trade and Commerce, Ottawa, for a list of Ecuadorian importers and manufacturers' agents. This list will be accompanied with history sheets giving particulars of each firm if requested.

Not only in Ecuador but in every country of South America which the writer visited, he met many prominent importers who were willing to donate showroom and window space to Canadian products and to offer desk-room to the representatives from the Canadian factory selling any product which they may decide to handle.

MISCELLANEOUS IMPORTS

Ploughs.—Ploughs, which are imported duty free, are of two kinds—all steel and of wood and steel. A leading merchant stated that not more than one hundred were brought into the country annually, and while this number may gradually increase, the use of modern foreign implements would not become more general for many years to come, as farm labour, which consists wholly of Indians and half-breeds, is tenaciously conservative. The ox is the heavy draught animal, there being few or no horses used with the exception of small ones for riding and light work. The ubiquitous donkey is the general beast of burden; for centuries he has been a pack animal, and it is therefore difficult to teach him to draw a plough. As soon as the plough grips the earth and holds, the donkey, knowing nothing about drawing, and thinking he should stop, comes to a standstill and waits, as is his custom, expecting to be beaten. They are light animals, and several would be required to draw a 6-inch implement. Owing to the necessity of team work, success can only be achieved by dint of long, patient and painful practice. The Indian, with his extremely dilatory methods, seems to lack either the intelligence or the patience required to teach several donkeys to pull together. Some foreign manufacturers are constructing ploughs of low draft made to suit the height of these animals. However, the Indian remains content with his team of oxen, which under the circumstances is best fitted for the work to be done. Although the writer made several trips into the interior, he did not encounter one modern steel plough. The market is small at present. Nevertheless, now is the time for the manufacturer of foreign implements to appoint an agent. Immediate action is amply warranted as there are only three or four firms in the country equipped to handle to the best advantage products of this nature. Such a representative must have in his employ technical men posted at strategical points where he has sub-agents. These mechanics are then available to instruct the farmer to put the newly purchased implement or machine in running order and are on hand to make repairs or adjustments when needed. This assistance is required to a degree that would not be appreciated in Canada. The native farmer is not mechanically inclined; when his machine fails him, it remains *in status quo* until an experienced man arrives from the nearest town. As far as is known at present, there is only one interested firm in Guayaquil capable of offering such a service. At a later period this importer may not be available.

Pipe.—A quantity of galvanized water pipe is imported by the municipality of Guayaquil. Offers are made by local importers on behalf of foreign manufacturers. One importer spoke very highly of Canadian tubular products.

* Former reports in this series have been published as under: "The Republic and Its Resources" (No. 1254); "Foreign Trade" (No. 1255); "Import Trade—Textiles" (No. 1269); Imports of Food Products and of Iron and Steel (No. 1270).

Pick Handles.—These are imported principally from the United States; the c.i.f. quotation is \$3.35.

Paint Brushes.—Canadian paint brushes were on exhibition and were highly spoken of by the importer concerned.

Paints.—Nearly all the paints imported are ready-made and come principally from the United States and Great Britain.

Expanded Metal.—Owing to the demand for fireproof buildings, there is an increasing use being made of expanded metal. A c.i.f. Guayaquil quotation for one shipment was £28 for 300 sheets, 2 feet by 6 feet, 22 gauge, 1¼-inch mesh, with one coat of black paint.

Wheelbarrows.—The majority of those seen were of steel construction and were principally of United States origin; c.i.f. quotations were \$4.33 each. The duty is \$1.50 each.

Cement.—Imported from Great Britain, the United States, and Europe. Belgian and German c.i.f. quotations were 13s., while American and British were around \$4.15. British cement has the greatest sale.

Fire Extinguishers.—On account of the large amount of wood frame construction, there would be a good market for a cheap fire extinguisher. The writer saw several well-known makes on view for sale, but few ready for use in buildings. The explanation given was that the high cost restricted sales.

Roofing Material.—Various kinds of roofing material are in use in Ecuador. In the interior the thatched palm leaf predominates, while in the towns the red tile is seen everywhere. There is, however, a growing demand for corrugated iron and American prepared roofing. Some Canadian manufacturers featuring this product should be in a good position to compete.

Wire Nails.—A local factory recently erected now supplies the needs of the market. Present stocks of imported nails will have to be liquidated at a loss.

Plain Nail Wire.—Plain nail wire is imported principally from Germany. Importers were of the opinion that this source of supply would continue to dominate the market.

Tractors.—Tractors, which are free from import duty, are nevertheless not generally used, the ox still predominating as a heavy draft animal. The few tractors now in the country are used principally on sugar plantations; they are also employed for the cultivation of rice and potatoes and for the hauling of wood. Eighty per cent of the tractors in the Republic are to be met with on the coast between the foothills of the mountains and the Pacific. Very few are used in the valleys of the Andean plateau where the greater part of the inhabitants live, since cultivation is largely in the hands of Indians who adhere to old-time wooden ploughs.

Corrugated Iron.—Corrugated iron is imported in increasing quantities, principally from Belgium. One recent quotation was £395 for 44,272 pounds. There is a growing demand for this commodity.

Wallboard.—There is a poor sale for this construction material, because the majority of the population live in houses the exterior and partition walls of which are made from split bamboo. These walls are mostly covered with sun-dried clay, this construction being commonly referred to as adobe. Imported pine and other construction timbers pay a duty of \$4 per cubic metre.

Axes.—American and British makes predominate; manufacturers' quotations c.i.f. are \$13 a dozen. American pick-axes were also to be seen in most hardware stores.

Soap.—There should be a good sale for Canadian soap, providing prices are competitive. The brands on view, together with import figures, bear ample witness to the successful efforts expended by several foreign manufacturers. A

blue mottled type is being sold in large quantities around \$9.75 per 100 pounds c.i.f. Local manufacture is increasing, and is protected by a tariff ranging from 4 cents for common laundry soap to \$1 per kilo for skin and hair pomades. Castile and other soaps made of vegetable oils, not perfumed, pay a duty of 6 cents per kilo. Imports from England in 1922 amounted to 6,751 cwt. valued at \$14,775, and in 1926 to 8,823 cwt. valued at \$17,391.

Lanterns.—There is a considerable sale for lanterns, especially in the interior of the country. American and German types predominate and prices are very competitive.

Asbestos Slate.—This article, which is made in Canada, is not known. There might be a fair demand developed if samples were sent to an agent.

Enamel Hollowware.—Enamelware is supplied by German manufacturers, and it is not thought that Canadian exporters can compete. The following c.i.f. quotations were supplied to the writer:—

Kettles with tin tops in cases as under—

Size in cms.	10	12	14	16	18	20	
Dozen	2	2	2	2	2	2	2—12 doz. \$35.70 Canadian per case c.i.f. Guayaquil
Drinking cups						10	cms.—per dozen 80 cents Canadian c.i.f. Guayaquil
Plates						20	cms.—per dozen 55 cents Canadian c.i.f. Guayaquil
Plates						22	cms.—per dozen 60 cents Canadian c.i.f. Guayaquil

Sanitary Ware.—Sanitary ware is mostly petrified china from Great Britain, except baths, the majority of which come from the United States.

Ice-cream Freezers.—Ice-cream freezers of the domestic wooden type are to be seen in all household supply stores, American and German makes predominating.

Patent Leather for Shoes.—This product comes from both Europe and the United States. One dealer who furnishes three-fourths of the shoemakers with supplies expressed a desire to hear from Canadian exporters.

Deacauville Light Railway Equipment.—Various sizes of light railway equipment with rails 10 to 12 pounds to the yard are used on sugar cane and other estates. The rails are in frame form of five sleepers to a section. Dump carts for earth and bulk material should carry one cubic metre. Sugar cane trucks are flat with upright ends only. They are connected by chain and not spring couplings.

Newsprint and Kraft.—These articles come from Europe, principally from Germany and Finland. There is no national industry. The Ecuadorian Government from time to time calls for tenders on letter, form, book, and wrapping paper. Canadian manufacturers would require to have agents representing them, who should be supplied with prices and samples. The Government recently asked for prices for the undermentioned papers:—

Description	Size of Sheet in Cms.	Weight per Sq. Metre Grams	Quantity in Metric Tons
Letter	85 x 120	70	9
Book	90 x 120	132	18
Letter, copies yellow, pink, blue	85 x 120	33	9
Forms	85 x 120	50	18
Forms	85 x 120	65	18
Book	90 x 120	110	3
Book, red	90 x 120	123	3
Wrappings	250 x 1,000	61	3

CATALOGUES, SAMPLES, AND QUOTATIONS

Almost every importer interviewed expressed a desire to hear from Canadian manufacturers in the form of catalogues, samples, and quotations. The Canadian exporter can depend upon due consideration when he places particulars of his products before Ecuadorian buyers. The situation as affecting

this market is this. Travelling salesmen arrive from Europe and North America on every ship, bringing with them full details concerning the merchandise which they endeavour to sell. The manufacturer who attempts to market by correspondence is at a painful disadvantage. His proposition when presented is not accompanied by the personal touch or influence of the commercial traveller. The exporter who is depending upon a letter should aim within the space of a few lines to interest the buyer sufficiently to bring a reply. It must be taken for granted that an importer will not purchase something he has not seen from a manufacturer with whom he has had no previous transactions. Prices should be quoted and an offer made to send a sample of the article if desired. Both f.o.b. seaboard and c.i.f. Guayaquil prices are expected. The two are desirable because the importer can often obtain better freight rates than the Canadian exporter. If only c.i.f. price is sent, it may result in placing the exporter at a disadvantage and in keeping his product out of the market. Considerable care therefore should be taken in this respect. F.o.b. factory prices are out of the question.

Samples should not be sent until the importer's permission is obtained. From the details in the manufacturer's first letter, the buyer should be able to work out the landed cost, and with this information and that contained in the catalogue, he can decide whether or not he desires a sample. The duty and clearance expenses of samples often exceed their value, so that if they are sent without the buyer's approval they might well be left in customs unclaimed and abandoned to the authorities.

The established trade mark of another factory is a serious obstacle to overcome. It is sufficiently difficult for many Canadian manufacturers to meet the mass production costs and the cheap freight rates of competitors. Experience has shown the writer that Canadian products can nearly always overcome these difficulties and so can arrive on the South American market at the same price as competitive articles. There is, however, one more barrier to pass. It is the established competitor whose article is favourably known to the public. But at this point the newcomer often appears to be at the end of his resources. He seems to have no reserve which will permit him to quote lower than his competitor to offset the advantages which an established demand for an article has created. This fact will explain why an importer who is desirous of obtaining an agency for shovels, for example, refuses to become interested in a Canadian product of equal price and quality to one well known on the market and for which there is already a large sale. The Canadian manufacturer may advance the argument that his sales in South Africa or the West Indies are larger than those of this particular competitor in Ecuador, but even this information may not induce the importer to accept the representation. Generally speaking, Canadian products are of the highest quality, but to be introduced into a new market the manufacturers should, in many cases, be prepared to forego profits for a year or two so as to be able to quote prices which will attract the attention of consumers. Importers are receiving many calls from travellers and such an abundance of correspondence and catalogues that they can only give attention to those offers which at the outset are attractive. Those manufacturers who are prepared to go after the South American market whole-heartedly, and with a determination to sacrifice all the amenities if need be for the first year or two, will not find the gulf which separates them from success unbridgeable.

TRADE INQUIRIES

Several importers of Guayaquil expressed a desire to receive particulars covering certain articles, and the attention of Canadian exporters is directed to the Trade Inquiries which are published on pages 940, 941 of this issue.

MARKET IN JAPAN FOR SCRAP METALS

ACTING TRADE COMMISSIONER RICHARD GREW

Kobe, May 10, 1928.—During the last few years there has been a steadily increasing demand for iron and steel scrap materials on the part of the Japanese iron works, and to take care of this demand, considerable quantities have been imported. The following figures show the quantity and value of scrap material and manganese ore imported into Japan during the year 1927 together with the countries of origin.

IMPORTATION OF SCRAP IRON AND STEEL INTO JAPAN DURING 1927

	Quantity Picul (133.3 lbs.)	Value (1,000 Yen)
China	165,238	340
Kwantung Province	66,033	110
British India	83,741	139
Straits Settlements	52,989	141
Dutch East Indies	169,570	338
Philippine Islands	32,310	61
Great Britain	293,203	621
Germany	8,999	21
Belgium	6,686	23
Italy	38,857	91
United States	321,104	819
Canada	24,545	29
Cape Colony and Natal	8,133	16
Australia	27,513	56
Other countries	37,001	141
	<hr/> 1,335,922	<hr/> 2,946

IMPORTATION OF SCRAP IRON AND STEEL INTO JAPAN DURING 1927, BY PORTS

	Quantity Picul (133.3 lbs.)	Value (1,000 Yen)
Yokohama	136,907	322,226
Kobe	389,162	873,814
Osaka	732,558	1,576,222
Nagasaki	1,472	3,412
Moji	40,019	98,402
Hakodate	15	6
Other ports	35,789	72,002
	<hr/> 1,335,922	<hr/> 2,946,084

IMPORTATION OF MANGANESE ORE INTO JAPAN DURING 1927

	Quantity Picul (133.3 lbs.)	Value (1,000 Yen)
China	702,030	1,211
British India	22,685	32
Straits Settlements	884,490	1,132
Dutch East Indies	728	5
	<hr/> 1,609,933	<hr/> 2,380

IMPORTATION OF MANGANESE ORE INTO JAPAN DURING 1927, BY PORTS

	Quantity Picul (133.3 lbs.)	Value (1,000 Yen)
Kobe	48,551	108,215
Osaka	27,019	56,928
Moji	152,474	150,438
Other ports	1,381,889	2,066,338
	<hr/> 1,609,933	<hr/> 2,381,919

According to one importer interviewed, there is a demand from the various iron works in Japan of approximately 40,000 tons of scrap material per month.

Although the demand is on the increase for practically all kinds of scrap material, the principal requirements are for heavy material such as heavy bars, plate cuttings, and heavy rails.

It is difficult to give any definite information with regard to prices prevailing in this market due to the fact that these depend on the kind of material supplied. Recently, however, quotations have been from 35 to 40 yen per ton of 2,240 pounds c.i.f. Japanese ports. These prices are for the better quality of scrap material.

For the convenience of Canadian firms interested in this trade, the following information with regard to standard specifications for scrap iron and steel may be of some value. This information has been supplied by one of principal importers in this trade.

STANDARD SPECIFICATION FOR SCRAP IRON AND STEEL IN THE JAPANESE MARKET

No. 1 Quality.—Rails, anvils, cast steel, buffers, wrought steel, wheels, axles, steel ingots, steel plates $\frac{3}{8}$ inch thick and up, bolts and nuts, spikes, punched steel, rivets, heavy hoop iron.

No. 2 Quality.—Light rails for mines, hoop iron, bolts and nuts, spikes, punches, rivets not classed in No. 1 quality, steel plates $\frac{1}{8}$ to $\frac{3}{8}$ inch in thickness.

No. 3 Quality.—Steel plates less than $\frac{1}{8}$ inch in thickness.

No. 4 Quality.—Turning scrap, old wire rope, wire scrap, etc.

The scrap should be entirely free from copper, zinc, tin, lead, sulphur, phosphorus, cement, paint, oil, and from any other impurities detrimental to iron and steel manufacturing purposes. The scrap should not be heavily rusted.

Scrap iron and steel other than specified above will be bought at some reduction in price.

Average size of charging box is from 3 to 5 feet long and $1\frac{1}{2}$ to 2 feet wide.

Canadian supplies interested in exporting to this market are advised to make quotations per long ton (2,240 pounds), on a c.i.f. basis. The material supplied must be strictly up to specification.

TOBACCO INDUSTRY OF MAURITIUS

Interest in tobacco cultivation in Mauritius is maintained. Large quantities of plants and seed have been sent out from the Department of Agriculture's nursery, and steps have been taken for the establishment of pure line strain of seed by mass selection and progeny row methods. The Tobacco Growers' Association has been inaugurated, and discussions are in progress with a view to legislation for the control of tobacco diseases and the question of seed supply. Latterly a very marked improvement in the quality of the leaf has been seen, and a very fine run of high-grade, flue-cured leaf was exhibited at the agricultural show held in Pamplémousse in September.

The question of organizing an export trade is engaging serious attention. It is believed that no real degree of stability will be achieved until a regular export trade has been established. According to *Tropical Agriculture* (Trinidad), the Department of Agriculture is at present discussing with the association the question of forming a voluntary export pool, to which members will contribute an agreed fraction of their production for export at intervals of every month or two months. The idea is to create a definite place on the market in England for Mauritius tobacco, so as to facilitate sales when production shall have arrived at a sufficient volume to necessitate export on a large scale. The selection of leaf for export will be performed by the Department of Agriculture, which will also take charge of the grading, preparation and export of the leaves.

EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND EIGHT MONTHS ENDED MAY, 1921, 1922, 1927 and 1928;
WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of May					Eight Months ended May			United States Tariff Rates in force		
	1921	1922	1927	1928	1921	1922	1927	1928	Prior to May 27, 1921	From May 27, 1921 to Sept. 21, 1922	Subsequent to Sept. 21, 1922
Animals (except for improvement of Stock)—											
Cattle.....	14,692	3,438	10,762	16,273	212,958	113,730	111,109	201,263	Free	30 p.c.	(a)
Horses.....	457,713	57,290	260,606	693,318	14,561,036	2,100,619	3,564,616	10,293,883	10 p.c.	10 p.c.	(b)
Poultry.....	21,143	15,497	9,205	9,350	348,775	319,891	41,324	59,800	1c. per lb.	1c. per lb.	3c. per lb.
Sheep.....	16,072	7,026	5,294	7,520	580,514	572,799	550,162	492,897	Free	(c)	\$2 per head
Fruits—	1,275	2,401	829	24,700	1,096,747	327,503	115,782	16,208	10c. bu. 50 lb.	30c. bu.	25c. bu. 50 lb.
Apples, green or ripe.....	139	1	2	876	12,190	393,309	23,191	53,719	1c. per lb.	1c. per lb.	2c. per lb.
Apples, dried.....	686	6	8	6,003	61,492	2,000,710	119,367	271,354	3c. per qt.	3c. per qt.	1½c. per lb.
Berries fresh.....			11,452	40,020		76,092		1,181,803	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Grains—			1,374	4,914	28,874	46,227		122,837	25c. bu. 60 lb.	2c. lb.	1½c. lb.
Barley.....	105	4		232	298	16,629	3,819	13,473	Free	Free	10c. per 100 lb.
Beans.....	163	5		262	420	12,172	1,989	8,320	6c. bu. 32 lb.	6c. bu. 32 lb.	15c. bu. 32 lb.
Buckwheat.....	845	4	1,904	3,568	3,568	4,147	4,252	128,779	10c. bu. 60 lb.	10c. bu. 60 lb.	15c. bu. 60 lb.
Oats.....	3,634	2,508	7,857	41,401	14,690	98,230	60,480	65,785	15c. bu. 48 lb.	15c. bu. 48 lb.	20c. bu. 48 lb.
Peas, whole.....	7,422	2,529	6,093	138	226,994	98,230	46,507	54,100	25c. bu. 60 lb.	2c. lb.	1½c. lb.
Peas, split.....	732,126	147,099	124	12,572	2,224,516	82,603	46,507	54,100	Free	Free	10c. per 100 lb.
Peas, split.....	301,780	66,104	111	9,887	1,105,375	846,452	189,100	402,524	10c. bu. 60 lb.	10c. bu. 60 lb.	15c. bu. 60 lb.
Peas, split.....	7,175	4,059	13,656	2,305	59,537	103,925	79,575	105,189	10c. bu. 60 lb.	10c. bu. 60 lb.	15c. bu. 60 lb.
Peas, split.....	467			4,124	278,727	344,543	203,599	230,604	10c. bu. 60 lb.	10c. bu. 60 lb.	15c. bu. 60 lb.
Peas, split.....	1,168				4,205	14,455	58	2,086	20c. bu. 60 lb.	20c. bu. 60 lb.	25c. bu. 60 lb.
Peas, split.....	5,809				302,481	83,481	3,827	1,522	Free	Free	15c. bu. 56 lb.
Wheat.....	8,802	484	692,420	1,137,800	493,099	68,775	2,468	1,215	35c. per bush.	35c. per bush.	42c. bu. 60 lb.
Wheat.....	2,576,495	2,393,007	938,777	1,578,589	96,692,962	13,582,936	8,180,207	6,268,379	Free	Free	10c. p. lb. (g)
Grain Products—											
Bran, shorts and middlings.....	183,360	5,023	132,152	196,677	947,313	274,599	851,544	1,430,896	(e)	(e)	(c)
Wheat Flour.....	214,072	9,143	197,026	371,116	1,475,578	279,672	1,139,410	2,094,739	20 p.c.	20 p.c.	1-04 p. 100 lb.
Wheat Flour.....	43,338	67,226	45	258	1,234,623	543,724	4,806	5,465	Free	Free	2c. per lb.
Meats—	302,203	450,465	378	1,937	12,058,339	3,369,241	34,113	34,945	Free	Free	3c. p. lb. (g)
Bacon, hams, shoulders and sides.....	286	402	3,047	2,973	2,598	975	25,734	31,771	Free	Free	2c. per lb.
Beef, fresh, chilled or frozen.....	9,327	7,430	111,572	106,159	93,712	34,156	872,907	1,053,406	25 p.c.	25 p.c.	2c. per lb.
Beef, fresh, chilled or frozen.....	25,707	20,384	30,775	37,564	180,368	140,472	131,150	334,661	Free	Free	3c. p. lb. (g)
Beef, fresh, chilled or frozen.....	339,461	242,097	422,444	608,275	2,740,621	1,549,343	1,615,945	4,451,532	Free	Free	3c. p. lb. (g)

Mutton and lamb, fresh, chilled or frozen.....	270	887	106	45	40,904	56,776	7,324	10,823	.....	.....	.....	.....
Pork, fresh, chilled or frozen.....	4,831	15,920	2,897	981	1,041,318	960,368	165,880	214,738	Free	2c. per lb.	.....	(h)
Pork, dry-salted and pickled.....	267	437	5,840	10,402	5,538	140,787	2,564,964	65,277	Free	2c. per lb.	.....	.....
Poultry, dressed or undressed.....	10,723	8,525	119,579	179,401	204,711	140,787	10,480	6,845	Free	25 p.c.	.....	.....
Other meats, including canned meats, but excluding extracts.....	.....	.....	66	101	622	1,917	320,028	44,368	Free	2c. per lb.	.....	.....
Milk and milk products—	644	5,050	1,595	1,556	478,714	700,005	320,028	44,368	Free	2c. per lb.	.....	.....
Butter.....	2,426	1,951	5,501	4,584	14,902	8,453	62,033	69,605	Free	25 p.c.	.....	.....
Cheese.....	33,755	26,673	69,935	79,945	248,084	108,823	619,264	600,671	Free	25 p.c.	.....	.....
Cream.....	22,399	18,040	77,900	24,500	1,566,603	2,644,202	425,200	68,100	24c. per lb.	.....	.....	.....
Milk, fresh.....	13,589	395,400	32,126	7,676	763,040	3,537,082	13,654,300	8,320,082	20 p.c.	.....	.....	(i)
Milk, condensed, evaporated and milk powder.....	12,580	146,803	85,000	433,000	293,028	513,503	2,014,200	1,865,581	Free	5c. gal. (k)	.....	.....
Seeds—	128,240	146,505	290,536	325,797	582,791	953,298	3,735,825	3,597,541	Free	2c. gal. (k)	.....	.....
Flaxseed.....	185,237	128,554	406,346	232,333	715,230	718,367	2,387,094	2,727,514	Free	2c. gal. (k)	.....	.....
Grass seed.....	130,453	45,063	106,245	232,333	715,230	718,367	2,387,094	2,727,514	Free	2c. gal. (k)	.....	.....
Vegetables—	30,073	9,591	19,811	47,083	205,333	100,831	501,906	482,383	Free	2c. gal. (k)	.....	.....
Potatoes.....	2,702,167	444,600	301,000	139,900	9,548,723	522,857	4,679,500	2,692,700	Free	2c. per lb.	.....	.....
Sugar beets.....	44,572	106,364	836,814	207,197	1,016,628	1,058,946	5,395,043	3,153,048	Free	50c. per 100 lb	.....	.....
Turnips.....	8,265	4,148	8,048	33,797	1,649,293	1,578,380	1,945,085	2,406,183	5 p.c.	50c. ton 2,240 lb	.....	.....
Miscellaneous Products—	2,315	1,719	4,469	11,084	396,973	429,076	637,034	600,204	15 p.c.	12c. per 100 lb.	.....	.....
Eggs.....	8,152	3,490	181	647	150,322	117,049	35,989	19,072	Free	8c. per doz.	.....	.....
Hay.....	4,021	1,030	44	172	42,859	55,258	148,171	58,427	Free	\$2 ton 2,240 lb.	.....	.....
Maple sugar.....	73,286	2,118	154,426	62,207	1,304,653	32,515	1,850,234	449,483	\$2 ton 2,240 lb.	\$4 ton 2,240 lb	.....	.....
Tallow.....	8,759	2,108	1,358,790	3,827,101	1,237,308	1,756,816	345,059	4,633,192	3c. per lb.	4c. per lb.	.....	.....
Wool.....	1,697	42,798	250,828	600,343	288,897	155,783	11,800	733,349	Free	Free	.....	.....
Total value of above commodities.....	219,169	54,080	187,834	118,514	6,188,116	366,134	3,208,700	4,002,501	Free	Free	.....	(m)
	43,321	8,153	53,255	60,677	1,531,803	57,517	939,996	1,236,109	Free	(m)	.....	.....

(a) Cattle weighing less than 1,050 pounds, 11c. per lb.; 1,050 pounds or over, 2c. per lb. (b) Horses valued at not more than \$150 each, \$30 per head; more than \$150 each, 20 per cent; (c) Sheep, one year old or over, \$2 per head; less than one year old, \$1 per head. (d) Prior to April 6, 1924, 30c. per bush. (e) Prior to May 27, 1921, and from May 27, 1921, to September 21, 1922, free, if wheat products, but otherwise 15c. ad. val.; from September 21, 1922, to April 6, 1924, 15c. ad. val.; subsequent to April 6, 1924, if from wheat, 4c. ad. val.; if from other cereals, 15c. ad. val. (f) Prior to April 6, 1924, 78c. per 100 lb. (g) Applies to particular meat in question when "fresh." (h) Mutton, fresh, 2c. per lb.; lamb, fresh, 4c. per lb. (i) Prior, to April 5, 1926, 8 cents per lb. (j) Cheese, 5c. per lb., but not less than 25 per cent. (k) 1 c. 231 cubic inches, about equal to five-sixths of imperial gallon. (l) Clover seed, crimson, 1c. per lb., white, 3c. per lb. and other, 2c. per lb. (m) Dutiable at various rates. See Commercial Intelligence Journal No. 974, Sept. 30, 1922, pages 516-7.

TRADE COMMISSIONERS' ITINERARIES

Mr. H. A. Scott, Canadian Trade Commissioner at Liverpool, is undertaking a tour of the Dominion in the interests of Canadian trade with his territory, which covers the North of England, Lincolnshire, North Midlands, and North Wales. The following is his itinerary in the Maritime Provinces and Quebec:—

St. John, N.B.	July 9-11	New Glasgow	July 19
Yarmouth	July 12	Charlottetown	July 21-23
Annapolis Royal	July 13	Moncton	July 24
Halifax	July 16-18	Quebec	July 26, 27

Mr. L. M. Cosgrave, Canadian Trade Commissioner in China, is at present on tour. The following are the dates of his itinerary for June and July:—

Toronto	June 23-26	Halifax	July 3
St. Catharines	June 27	Truro	July 4
St. John	July 2	Ottawa	July 6

Canadian firms who desire to be brought in touch with the Trade Commissioners, or to interview them, are requested to communicate with the Department of Trade and Commerce, Ottawa, at an early date.

SWEDISH EXPORTS IN 1927

According to statistics issued by the Swedish Board of Trade, writes a correspondent of the *London Times Trade Supplement*, exports from Sweden in 1927 amounted to 20,100,000 tons (metric), or 4,600,000 tons more than in 1926. So large an export has never previously been reached. The greatest increase was in iron ore: 10,700,000 tons against 7,700,000 tons in 1926. Exports of timber, paper pulp, paper, iron and steel also increased. Great Britain was Sweden's best customer, taking 27.56 per cent of the exports of 1927, the next in order being Germany (16.76 per cent) and the United States (10.85 per cent).

AMMONIUM PHOSPHATES TO ENTER INDIA DUTY FREE

An Indian Customs Notification of May 5, 1928, states that the Governor General in Council exempts from import duty the chemical manure, ammonium phosphates. It would seem that ammonium phosphates had formerly been dutiable at 15 per cent ad valorem. Several other sorts of chemical manures enter India free of duty.

PAYMENT OF CONSULAR FEES IN CHILE

The Central Chamber of Commerce at Valparaiso has recently made a pronouncement on consular fees, concerning which some doubt existed whether c.i.f. quotations for Chilean ports included the consular fee, or whether such charges were for account of the buyer, says the *Manchester Guardian Commercial*. Though the chamber is of opinion that the fees are not included in the c.i.f. quotations, and are for account of the buyer, they advise foreign shippers, in order to avoid any ground for misinterpretation or controversy, to continue to quote "c.i.f. (Chilian port), consular fees included," or "c.i.f. (Chilian port), consular fees not included." In most trading countries the understanding has hitherto prevailed that, in the absence of any definite agreement to the contrary, consular fees are chargeable for account of the buyer, as are customs duties and other charges levied by the Government of the receiving country.

TENDERS INVITED**New Zealand**

Copies of specifications have been received from Mr. C. M. Croft, Canadian Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department, Wellington, as follows: 30 miles wire, tinned annealed copper, 1/·036 inches; 130 miles wire, tinned annealed copper 1/·044 inches, to specification; 55 miles wire, tinned annealed copper, 1/·036 inches to specification and sample. These specifications are open for inspection at the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa. Tenders, which close on July 3, should be addressed to the Secretary, Stores Division, General Post Office, Wellington, in accordance with these specifications.

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JUNE 18

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 18, 1928. Those for the week ending June 11, 1928, are given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending June 11, 1928	Week Ending June 18, 1928
Austria	Schilling	.1407	\$.1412	.1412
Belgium	Belga	.1390	.1399	.1400
Bulgaria	Lev	.1930	.0072	.0072
Czecho-Slovakia	Krone	.....	.0297	.0296
Denmark	Krone	.2680	.2690	.2689
Finland	Markka	.0252	.0252	.0252
France	Franc	.1930	.0394	.0394
Germany	Reichsmark	.2382	.2394	.2395
Great Britain	£	4.86½	4.8931	4.8934
Greece	Drachma	.1930	.0130	.0130
Holland	Florin	.4020	.4044	.4043
Hungary	Pengo	.1749	.1753	.1754
Italy	Lira	.0526	.0527	.0527
Jugo-Slavia	Dinar	.1930	.0176	.0176
Norway	Krone	.2680	.2685	.2686
Portugal	Escudo	1.0805	.0440	.0460
Roumania	Leu	.1930	.0062	.0062
Spain	Peseta	.1930	.1667	.1656
Sweden	Krona	.2680	.2691	.2691
Switzerland	Franc	.1930	.1931	.1932
United States	\$	1.0000	1.0021	1.0023
Argentine Rep.	Peso (Paper)	.4244	.4284	.4280
Brazil	Milreis	.5462	.1205	.1204
Chile	Peso	.1217	.1227	.1227
Colombia	Peso	.9733	.9896	.9898
Mexico . . . . .	\$	.4985	.4765	.4785
Peru	Libra	4.8665	3.9887	4.0093
Venezuela	Bolivar	.1930	.1934	.1932
Uruguay	Peso	1.0342	1.0247	1.0236
Cuba	Peso	1.0000	1.0003	1.0006
Batavia, Java	Guilder	.4020	.4038	.4039
China	Tael	.....	.6737	.6600
India	Rupee	.3650	.3675	.3675
Japan	Yen	.4985	.4681	.4680
Siam	Tical	.3709	.4585	.4585
Singapore, Str. Settlements . . . . .	\$	.5678	.5662	.5663
Martinique	Franc	.1930	.0394	.0393
Guadeloupe	Franc	.1930	.0394	.0393
Jamaica	£	4.86½	4.8800	4.8800
Barbados	\$	} 1.0000	1.01½—1.02½	1.01½—1.02½
British Guiana	\$			
Trinidad	\$			
Other British West Indies	\$			
		1.0000	1.00 —1.02½	1.00 —1.02½

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

501. DRIED FRUITS.—An agent in Copenhagen would like to get in touch with Canadian exporters of dried fruits.

502. CANNED FRUITS.—An agent in Copenhagen would like to get in touch with Canadian exporters of canned fruits.

503. HONEY.—A firm in Hamburg are interested in establishing direct relations with Canadian shippers of honey.

504. PACKING-HOUSE PRODUCTS.—A firm of importers and commission agents in Copenhagen would like to get in touch with first-class Canadian packing houses with a view to the sale of their products on the Danish market.

505. CEREALS.—Amsterdam firm desire to hear from Canadian shippers of wheat, rye, barley, oats, oat-malt, semolina, and pollard, both for direct purchase and with a view to representation.

506. FLOUR.—An agent in Czechoslovakia wishes to secure the representation of a Canadian flour mill.

507. GRAIN.—An agent in Copenhagen would like to get in touch with Canadian exporters of grain.

Miscellaneous

508. ARTIFICIAL SILK.—British importer in Shanghai desires contact with a good Canadian manufacturer of artificial silk. Prices and quotations f.o.b. and c.i.f. Shanghai requested; also samples to be forwarded direct.

509. STOCKINETTE GLOVES.—Any Canadian firms who are in a position to quote lowest c.i.f. prices on stockinette gloves for the United Kingdom market are requested to write to the Department (quoting file No. 15248).

510. BOOTS AND SHOES.—A firm in Hamburg would like to receive offers from a Canadian factory interested in the export of ladies' and men's fine boots and shoes, and men's heavy boots and shoes.

511. DOORS.—A firm in Helsingfors, Finland, wish to get in touch with Canadian exporters of standard wood (pine) doors for dwelling-houses and offices.

512. HANDLES.—A manufacturer of vacuum cleaners is interested as buyer in establishing contact with Canadian manufacturers of japanned maple and birch handles 42 inches by 1½ inch with ball top 1½ inch. Prices c.i.f. Liverpool.

513. METALS AND MINERALS.—A firm in Frankfurt-on-the-Main, Germany, would like to hear from Canadian exporters desirous of exporting the following products: lead-silver ores, zinc concentrates, lead ores, copper ores, nickel ores, and calamine.

514. TEETH.—A firm in Solingen, Rhineland, are desirous of hearing from Canadian exporters of boars' teeth and walrus teeth.

TRADE INQUIRIES FROM ECUADOR

515. TEXTILES; HARDWARE; FOODSTUFFS.—A firm of importers in Guayaquil, at present handling textiles, hardware, and food products, desire to hear from exporters of similar lines.

516. FOODSTUFFS; WOOLLENS; HARDWARE.—A firm of manufacturers' agents in Guayaquil, who now handle textile and hardware lines, wish to represent Canadian exporters of foodstuffs, knitted woollens, and shelf hardware lines.

517. FLOUR, ETC.—A firm of manufacturers' agents in Guayaquil, at present handling automobiles, hardware, textiles, and food products, desire to hear from Canadian exporters of flour, automobile buffers, and shovels.

518. PROPRIETARY MEDICINES.—A firm of druggists in Guayaquil desire to hear from Canadian exporters of similar lines who are willing to advertise.

519. **SHOE MANUFACTURERS' SUPPLIES.**—An importer in Guayaquil at present handling shoe manufacturers' supplies, desires to hear from Canadian exporters of patent leather, shoe nails, and rubber heels.

520. **MISCELLANEOUS.**—A firm of manufacturers' agents in Guayaquil, at present handling textiles and automobile tires, desire additional lines from Canadian exporters.

521. **AGRICULTURAL MACHINERY; HARDWARE.**—An importer in Guayaquil, at present handling agricultural machinery and hardware, desires connections with Canadian exporters of similar lines.

522. **HARDWARE, ETC.**—A firm of importers at Guayaquil, at present handling hardware, building material, railway contractors' supplies, and tools, desire to hear from Canadian exporters of similar lines.

523. **BUILDING MATERIAL.**—A firm of importers at Guayaquil, at present handling general merchandise, desire to hear from Canadian exporters of building material (excluding lumber, tools, all-steel wheelbarrows, axes, picks, and expanded metal).

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To SOUTHAMPTON.—Empress of France, June 20; Empress of Scotland, June 27; Empress of Australia, July 4; Montnairn, July 4; Empress of France, July 11; Empress of Scotland, July 20—all Canadian Pacific.

To HAMBURG.—Montroyal, June 23; Montnairn, July 4; Montroyal, July 20—all Canadian Pacific.

From Montreal

To ANTWERP.—Canadian Mariner, July 4; Canadian Conqueror, July 14; Canadian Inventor, July 24—all Canadian National; Beaverhill, June 22; Montrose, June 28; Beaverburn, July 6; Metagama, July 18; Beaverbrae, July 20—all Canadian Pacific.

To AVONMOUTH.—Concordia, Anchor-Donaldson Line, July 14; Nessian, June 30; Nubian, July 7; Nevisian, July 21—all White Star Line; Bolingbroke, Canadian Pacific, July 12.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Kenbane Head, June 27; Torr Head, July 8—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Aviator, June 29; Canadian Rancher, July 13—both Canadian National.

To GLASGOW.—Letitia, June 29; Carmia, July 6; Athenia, July 13; Coracero, July 20—all Anchor-Donaldson; Melita, June 29; Bolingbroke, July 12; Minnedosa, July 12—all Canadian Pacific.

To HULL.—Rexmore, Furness Line, July 21.

To LIVERPOOL.—Regina, June 30; Laurentic, July 7; Doric, July 14; Nessian, July 21—all White Star Line; Melita, June 29; Montcalm, July 6; Duchess of Bedford, July 13; Montclare, July 20—all Canadian Pacific; Andania, July 6; Antonia, July 20—both Cunard Line.

To LONDON.—Canadian Mariner, July 4; Canadian Conqueror, July 14; Canadian Inventor, July 24—all Canadian National; Megantic, June 28; Albertic, July 11—both White Star Line; Beaverford, June 29; Beaverburn, July 6; Beaverdale, July 13; Beaverbrae, July 20—all Canadian Pacific; Aurania, June 29; Ascania, July 7; Alaunia, July 13; Ausonia, July 20—all Cunard Line; Rexmore, Furness Line, July 21.

To MANCHESTER.—Manchester Division, June 28; Manchester Producer, July 5; Manchester Commerce, July 12—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnesk, Thomson Line, June 29.

To SOUTHAMPTON.—Megantic, June 28; Albertic, July 11—both White Star Line; Montrose, June 28; Metagama, July 18—both Canadian Pacific.

To BORDEAUX AND HAVRE.—Tananger, County Line, July 13.

To BREMEN.—Cairndhu, June 30; Cairngowan, July 14—both Thomson Line; Giessen, North German Lloyd, July 7.

To COPENHAGEN AND BALTIC PORTS.—Pennsylvania, July 8; Frode, July 20—both Scandinavian-American Line.

To HAMBURG.—Beaverford, June 29; Beaverdale, July 13—both Canadian Pacific; Brant County, June 29; Queens County, July 5; Hagen, July 12; Hada County, July 19—all County Line; Giessen, North German Lloyd, July 7.

To ITALIAN PORTS.—Valleluce, June 29; Valcerusa, July 10; Valperga, July 25—all Lloyd Mediterraneo Italian Service.

To ROTTERDAM.—Grey County, June 26; Augvald, July 9; Bjornstjerne Bjornson, July 20—all County Line.

To NORWEGIAN PORTS.—Idejord, Norwegian-American Line, July 5.

To AUSTRALIAN PORTS.—Canadian Scottish, June 30; Canadian Commander, July 21—both Canadian National.

To NEW ZEALAND PORTS.—Canadian Transporter, Canadian National, July 25; Parcora, New Zealand SS., July 10.

To SOUTH AFRICAN PORTS.—Fantee, Elder Dempster Line, July 5.

To WEST AND SOUTH AFRICAN PORTS.—Benguela, Elder Dempster Line, July 25.

To SOUTH AMERICAN PORTS.—Canadian Planter, Canadian National, July 7; Murjek, Canadian-South American Line, July 25.

To ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Runner, July 5; Canadian Squatter, July 19—both Canadian National.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Canadian National, July 4.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—A steamer, Ocean Dominion, June 29.

To ST. JOHN'S, Nfld. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National, July 4, July 20; Rosiland, Canada SS., July 7, July 21.

To CORNERBROOK.—Nayarit, July 2, July 16; New Northland, June 27, July 11, July 25—both Clarke SS.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, June 30; Canadian Volunteer, July 14—both Canadian National.

To ST. PIERRE, ST. JOHN'S BAY, ROBERTS, CARBONEAR, PORT UNION AND OTHER EAST COAST NEWFOUNDLAND PORTS.—Lakefield, Newfoundland-Canada Traders, June 28, July 17.

From Halifax

To BORDEAUX.—La Bourdonnais, July 2; Roussillon, July 16—both French Line.

To LIVERPOOL.—Nova Scotia, June 27; Newfoundland, July 14—both Furness, Withy.

To ST. JOHN'S, Nfld.—Nova Scotia, June 27; Newfoundland, July 14—both Furness, Withy; Nerissa, June 26, July 10; Silvia, July 3, July 17—both Red Cross; Farnorth, June 29; Skipper, June 30—both Farquhar SS.

To ST. PIERRE, ST. JOHN'S BAY, ROBERTS, CARBONEAR, PORT UNION AND OTHER EAST COAST NEWFOUNDLAND PORTS.—Lakefield, Newfoundland-Canada Traders, June 30, July 19.

To SOUTH AND WEST COAST NEWFOUNDLAND PORTS.—Skipper, Farquhar SS., June 30.

To ST. PIERRE-MIQUELON.—Pro Patria, French Mail SS., June 27; Farnorth, June 29; Skipper, June 30—both Farquhar SS.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSEERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Carrier, June 29; Canadian Pathfinder, July 13—both Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Andalusia, June 27; Caledonia, July 11—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, Canadian Pacific, July 12.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, Osaka Shosen Kaisha, July 23.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Talthybius, June 26; Teucer, July 17—both Blue Funnel.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Aorangi, Canadian-Australasian Service, July 27.

To AUCKLAND, WELLINGTON, LYTTTELTON AND DUNEDIN.—West Conob, American-Australia-Orient Line, July 11.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Cellina, July 1; Leme, July 15—both Navigazione Libera Triestina.

To HAVRE, ANTWERP AND BORDEAUX.—Arizona, July 10; Indiana, July 24—both Cie. Gle. Transatlantique.

To HAMBURG, ANTWERP AND BREMEN.—Sachsen, July 14; Seattle, July 26—both Hamburg-American Line.

To LIVERPOOL, LONDON AND ROTTERDAM.—Drehtdyk, Royal Mail Steam Packet, June 30.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Moerdyk, July 1; Eemdyk, July 23—both Royal Mail Steam Packet.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Dinteldyk, Royal Mail Steam Packet, July 12.

To MANCHESTER.—Pacific Reliance, Furness (Pacific) Ltd., July 8.

To BAHIA BLANCA, BUENOS AIRES, MONTEVIDEO, ROSARIO AND SANTA FE.—Evanger, Westfal-Larsen Line, July 1.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.
Electricity and Fluid Exportation Act. Electricity Inspection Act.
Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.
Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.
Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)
Canada West Indies Conference (1920). (Price 25 cents.)
Canada-West Indies Conference Report, (1925). (Price \$1.)
Dominion Grain Research Laboratory (1920). (Price 10 cents.)
Electrical Standards and their application to Trade and Commerce.
Final Report of the Fuel Controller (1920).
List of Licensed Elevators, etc. (Price 50 cents.)
Motion Pictures, Catalogue of. (Price 10 cents.)
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.
Chinese Markets for Canadian Products (1919). (Price 25 cents.)
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)
German War and its Relation to Canadian Trade (1914). (Price 25 cents.)
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)
Lumber Market of Japan (1926). (Price 25 cents.)
Markets of British Malaya (1923). (Price 25 cents.)
Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)
Peru as a Market for Canadian Products (1926). (Price 25 cents.)
Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)
Representation in British and Foreign Markets (1923). (Price 25 cents.)
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)
Russian Trade (1916). (Price 25 cents.)
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)
Trade of the African Sub-Continent (1928). (Price 25 cents.)
Timber Import Trade of Australia (1917). (Price 25 cents.)
Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)
Trading with Egypt (1921). (Price 25 cents.)
Trading with Greece (1921). (Price 25 cents.)
Trade with South China (1918). (Price 25 cents.)
Trading with Spain (1920). (Price 25 cents.)
Toy Making in Canada (1916). (Price 25 cents.)
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.
Census of Canada.
Census of Prairie Provinces (1916).
Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).
Monthly Bulletin of Agricultural Statistics
Sixty Years of Canadian Progress (1927). (Price 10 cents.)
Year Book of Canada.
Report of the Dominion Statistician, Annual.
Trade of Canada (Imports and Exports), Annual and Monthly.
Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

CANADIAN TRADE COMMISSIONERS

Argentine Republic

E. L. McColl, Reconquista No. 46, Buenos Aires. *Cable Address, Canadian.* Territory includes Peru, Chile, Ecuador, Bolivia, and Uruguay.

Australia

D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

Commercial Agent: B. Millin, The Royal Exchange Building, Sydney, N.S.W.

Belgium

Jean J. Guay, 98 Boulevard Adolphe Max, Brussels. *Cable Address, Canadian.*

Brazil

A. S. Bleakney. Address for letters—Caixa Postal 2164 Rio de Janeiro; office, Avenida Rio Branco, 9. *Cable Address, Canadian.*

British West Indies

R. T. Young, Acting Trade Commissioner. Address for letters—P.O. Box 125, Port of Spain, Trinidad. Office, Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, British Guiana.) *Cable Address, Canadian.*

Acting Trade Commissioner, P.O. Box 225, Kingston, Jamaica. Office—Jamaica Mutual Life Insurance Building. (Territory covers Jamaica, Hayti, Central American States, Bermuda and the Bahamas.) *Cable Address, Canadian.*

Cuba

James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

China

L. M. Cosgrave. Address for letters—P.O. Box 300. Office—North China Daily News Building, 17 The Bund, Shanghai. *Cable Address, Cancom.*

France

Hercule Barré, 17 and 19 Boulevard des Capucines, Paris. *Cable Address, Cancom.*

Germany

L. D. Wilgress, Gutrufhaus, Neuerwall 10, Hamburg 36. *Cable Address, Canadian.* (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, Poland, the Scandinavian countries and the Baltic States.)

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J. C. Macgillivray, Beursplein 26B, Rotterdam. (Territory includes the Rhine valley and Switzerland.) *Cable Address, Canadian.*

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Irish Free State

F. W. Fraser, 66 Upper O'Connell street, Dublin. *Cable Address, Canadian.*

Italy

A. B. Muddiman, Via Manzoni Nr. 5—Milan (102). *Cable Address, Canadian.* (Territory includes Spain, Portugal and Greece.)

Japan

J. A. Langley. Address for letters, P.O. Box 230. Office, Room No. 2, Meikai Building, Kobe. *Cable Address, Canadian.*

Mexico

C. Noel Wilde. Address for letters, Apartado Num. 126-bis, Mexico City. Office, Edificio Banco de Londres y Mexico, Num. 30. *Cable Address, Cancom.*

Netherlands East Indies

R. S. O'Meara, P.O. Box 84, Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, Indo-China, and Siam.) *Cable Address, Canadian.*

New Zealand

C. M. Croft. Address for letters, P.O. Box 33, Auckland. Office, Yorkshire House, Shortland street, Auckland. *Cable Address, Canadian.*

South Africa

G. R. Stevens, P.O. Box 683. Office, Westminster House, Adderly street, Cape Town. *Cable Address, Cantracom.*

United Kingdom

Harrison Watson, Canadian Building, Trafalgar Square, London, S.W. 1, England. (Territory covers Home Counties, South-Eastern Counties and East Anglia.) *Cable Address, Sleighing, London.*

J. Forsyth Smith, Fruit Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. *Cable Address, Canfrucum.*

Harry A. Scott, Trade Commissioner, Century Bldgs., 31 North John Street, Liverpool. (Territory covers North of England, Lincolnshire, North Midlands and North Wales.) *Cable Address, Cantracom.*

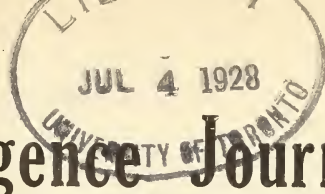
Douglas S. Cole, Sun Building, Clare street, Bristol. (Territory covers West of England, South Wales and South Midlands.) *Cable Address, Canadian.*

Gordon B. Johnson, 87 Union street, Glasgow, Scotland. (Territory covers Scotland and Northern Ireland.) *Cable Address, Cantracom.*

United States

Frederic Hudd, 44 Whitehall street, New York City. *Cable Address, Cantracom.*

NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.



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TRADE COMMISSIONERS' ITINERARIES

Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, is at present making a tour of the Dominion in the interests of Canadian trade with his territory, and two others—Mr. James A. Langley, Trade Commissioner in Kobe, Japan, and Mr. H. A. Scott, Liverpool—are about to go out on tour.

The concluding dates of Mr. Cosgrave's itinerary are as follows:—

St. John..	July 2
Halifax ..	July 3
Truro..	July 4
Ottawa..	July 6

Mr. Langley's western itinerary is as follows:—

Winnipeg..	July 9 to 10
Calgary..	July 12 and 13
Edmonton..	July 16 and 17
Vancouver..	July 19 to August 7
Victoria..	August 8 and 9
New Westminster..	August 10 and 11
Prince Rupert..	August 13 and 14

The following are the opening dates of Mr. Scott's tour:—

St. John, N.B.	July 9 to 11
Yarmouth	July 12
Annapolis Royal	July 13
Halifax	July 16 to 18
New Glasgow	July 19
Charlottetown	July 21 to 23
Moncton	July 24
Quebec	July 26 and 27

Canadian firms who desire to be brought in touch with the Trade Commissioners, or to interview them, are requested to communicate, in the case of Vancouver, with the Secretary of the Canadian Manufacturers' Association, and in that of the other cities included in the above itineraries with the Secretary of the Board of Trade or Chamber of Commerce.

UNITED KINGDOM TRADE CONDITIONS

TRADE COMMISSIONER HARRISON WATSON

London, June 15, 1928.—It is patent, as the year progresses, that while more favourable features have developed in certain quarters, there has been no general materialization of the trade revival which was forecast, and that the all-round position is only partly satisfactory.

Reference was made in our last report to the continued plight of the coal industry. An almost equally unfavourable factor in the situation is the adverse conditions associated with the iron and steel industry of Great Britain. The manufacturers contend that no permanent improvement can be effected until the industry is granted relief, fiscal or otherwise, from unfair foreign competition.

The British Government has, however, so far refused to consider the application made for the levying of an import duty under the Safeguarding of Industries Act, and although competition from the Continent is momentarily a little less severe, the outlook remains serious.

Only this morning, one of the most important companies in the iron and steel and associated industries announces to its shareholders the necessity of a complete reorganization and the drastic reduction of its capital.

Upon the other hand, the Government Committee appointed for that purpose has issued a report recommending the adoption of a safeguarding duty on enamelled hollow-ware. The measure was immediately introduced by the Government into the House of Commons and has already come into effect.

Incidentally a feature of the past month was the waiting of another deputation upon the Prime Minister, urging that safeguarding duties should be extended to a larger number of British industries which are at present passing through evil times. Strong representations were, moreover, made in favour of a revision of the Act in its present form upon the grounds that the procedure entails unnecessary delay, and that its cumbrous machinery discounts the utility of the measure.

REVIEW OF PRODUCTION

As the reports, economic and otherwise, which are published about the condition of British trade vary considerably, and frequently lack confirmation, the President of the Board of Trade recently undertook a scheme with the object of securing from official statistics a regular index figure which would give an accurate idea of the actual production of the different industries of the country.

In a statement made to the House of Commons a few nights ago, the President stated that he had already obtained figures for 1927 and the first quarter of 1928 which cover two-thirds of the country's industries, and he eventually hoped to institute arrangements resulting from which statistics would be

available which would permit of the issue of an index figure showing where the country stood each quarter. In the statement presented, the year 1924 was selected in preference to 1913, as the first year of the census of production for which actual figures are available, and also because contrast between post-war years affords a fairer method of comparison.

Upon this basis, it was shown that the United Kingdom was in 1913 doing something like 13 per cent of the total export trade of the world, and that in 1927 the proportion had fallen to approximately 11 per cent. It should be taken into consideration, however, that the European share of the world's trade has sunk at the same time, in so far that whereas Europe controlled in 1913, 62 per cent of the combined import and export trade of the whole world, the figure had fallen to 52 per cent in 1927.

In connection with British trade the following figures were quoted:—

The total volume of retained imports, taking the year 1924 as 100, was:—

1924	100	1927	111.3
1925	103.9	1928 (1st qtr.)	121.7

The volume of retained imports of manufactured goods was:—

1913	95	1927	128.4
1924	100	1928 (1st qtr.)	149.5
1925	112.2		

The volume of retained imports of raw materials was:—

1913	111	1927	117
1924	100	1928 (1st qtr.)	118.8
1925	106.7		

The total of British exports was:—

1913	131.4	1927	102.3
1924	100	1928 (1st qtr.)	107
1925	99.3		

The volume of British exports of manufactured goods was:—

1913	132.8	1927	104.4
1924	100	1928 (1st qtr.)	111.4
1925	101.5		

In again emphasizing the importance of developing and increasing trade within the Empire, the President of the Board of Trade submitted the following table:—

IMPORTS INTO THE UNITED KINGDOM

	From British Empire Per Cent	From Europe Per Cent	From Rest of World Per Cent
1913	24.87	40.27	34.86
1927	26.87	36.69	36.44
1928 (1st qtr.)	29.39	32.67	37.94

EXPORTS OF BRITISH GOODS

	To British Empire	To Europe	To Rest of World
1913	37	34	29
1927	42.5	29.5	28
1928 (1st qtr.)	41.7	29.8	28.5

In conclusion, reference was made to the undermentioned figures of production, which have been collected as being the best test of the volume of trade of the United Kingdom. It must be again repeated that the statistics cover only two-thirds of the country's industries, and explained that the returns are based upon an index figure of 100 in the year 1924:—

	1927 (First Quarter)	1928
Mines and quarries	94.7	96.2
Iron and steel manufactures	109.6	105.6
Non-ferrous metals	104.2	115.5
Engineering and shipbuilding	125.5	118
Textiles	104.5	109.7
Leather, boots and shoes	126.7	147.5
Food, drink and tobacco	99.8	98.6

PROSPECTS OF THE UNITED KINGDOM HAY CROP

TRADE COMMISSIONER HARRISON WATSON

London, June 15, 1928.—These few weeks represent a critical stage in determining the extent and quality of the hay yield of the United Kingdom. Special efforts have consequently been made to secure opinions from all quarters as to the probable outcome, more particularly with a view to learning whether there is likely to be a continuation of the demand for imported hay, of which Canadian shippers were able to take such full advantage last season.

According to the official report issued by the Ministry of Agriculture, the outlook on the 1st June was for a yield of hay below the average, the shortage being estimated at about 10 per cent. This estimate was, however, supplemented by the proviso that a great deal depended upon the weather experienced during the coming few weeks, because any considerable period of fine and warm weather must drastically improve prospects.

As it happens, these favourable conditions have prevailed to a very considerable degree. Although a considerable variation of weather has been experienced not only in quality, but in districts, the first fortnight of June has been much warmer, with large durations of sunshine.

Such personal examination as is practicable has disclosed considerable improvement in the condition of the hay crop in the South of England.

It was thought advantageous to supplement the official announcement by consulting a number of the principal London hay importers and distributors, in so far that with their wide connections these firms possess a thorough knowledge of the situation throughout England and Wales. All these concerns have been importing considerable quantities of Canadian hay, and in consulting them emphasis was laid upon the vital necessity of being able to convey to Canadian producers and shippers thoroughly reliable information.

Practically all the importers have readily acquiesced and supplied all possible particulars. As was to be anticipated, each firm calls attention to the impossibility of expressing a definite opinion at the present time. The cutting stage will not be reached until the end of the month, and in the meantime much may happen. Another feature of the greatest importance, more especially as concerns quality, is the weather which may be experienced during the time that haymaking is conducted, and the condition in which the crop is secured.

The consensus of opinion is that marked improvement has taken place since the issue of the Government bulletin, both as regards quantity and quality.

Under these circumstances, while it is improbable that England and Wales will yield a full average crop of hay, the present outlook is for a distinctly better yield than last year. For this reason, the opinion is generally expressed that a fair quantity of imported hay is likely to be wanted if this year's Canadian crop is of satisfactory quality, and that if exporters are willing to sell at about the same range of prices which has prevailed during the past season there is a good prospect of a continuation of transactions.

Although, as a result of action taken by the London and other Trade Commissioners' offices in the United Kingdom, all the leading hay importers in this country are in touch with Canadian sources of supply, it seems advantageous to repeat the warning given last year that Canadian exporters should not ship hay until they have received definite orders from importers in this country.

Upon the whole, last year's business was conducted satisfactorily, and there was a welcome absence of serious disputes. At the same time, it should again be impressed upon Canadian exporters that they must ship only the particular qualities and mixtures specified by United Kingdom importers—and incidentally these vary in different sections of the country. Otherwise they cannot hope to realize full prices, and moreover lay themselves open to claims which may convert profits into losses.

WEST OF ENGLAND MARKET FOR BEE-KEEPERS' SUPPLIES

TRADE COMMISSIONER DOUGLAS S. COLE

Bristol, June 8, 1928.—The West of England for many years has been a steady market for the sale of bee-keepers' supplies. Recently connections have been established on behalf of a Canadian exporter. Such supplies have been coming in from the United States for thirty years past, and the following information is volunteered for the benefit of other Canadian firms in a position to ship to this market.

The two largest importers are not located in this area, but those firms in the West of England who import direct state that they would like if possible to deal with Canada. Their names are on file at the Department of Trade and Commerce, Ottawa, and may be obtained on application (quote file No. T/C-9-101).

HIVES

There are many types of hives in use in the United Kingdom. One of the most popular is the W.B.C., which is named after the designer, the late Mr. W. B. Carr, editor of the *Bee Journal*. For general purposes this is considered the best, and over a number of years its popularity has never wavered. This type is often imported in knock-down condition and is made of the finest yellow pitch pine. The floor board has deep joists on stout legs and the outer brood box case has a detachable porch. A standard specification for a W.B.C. hive is an inner brood chamber containing ten standard frames and one dummy, with an outer 6-inch lift and shallow frame rack fitted with ten shallow frames, whilst a further 6-inch lift has a rack of twenty-one sections fitted. All parts are interchangeable and are topped by a stout and specially constructed roof which in itself forms another shallow lift. They are sold retail, but without the foundation, at approximately 40s. (\$9.73) to 46s. (\$11.19). (This class of hive is so well-known that details are obtainable in any standard work on bee-keeping.)

Another form of telescopic hive is built on the same principle as the W.B.C., with the exception that the outside filets are done away with and all outside parts telescope over each other. This obviates all risk of rain entering the hive. The outside parts are square, and all lifts being the same size, the hive can be tiered up to any height. A standard measurement of the lifts would be 6 inches deep, 19½-inch top outside, and 20⅝-inch bottom outside. The outer brood body is 9 inches deep, about 19½-inch top outside, and 21-inch bottom outside. This type of hive complete with inner brood body containing ten standard frames, shallow rack fitted with frames, and section crate fitted with sections but without foundation, is offered retail at 44s. (\$10.70). An American pattern hive for British standard frames is among the other types offered in the West of England.

SECTIONS

There is a heavy importation of basswood sections of high quality ready for erection. These are made with V-shaped joints of the best white basswood and do not break in the folding. They are accurately dovetailed and well finished, and have both two-way and four-way escapes, the latter giving the bees easier access to the sections. These are made up by English firms with the necessary wax foundation and are supplied in large quantities to retailers throughout the country. The W.B.C. rack of sections somewhat differs from the ones ordinarily in use. They are made double-walled on two sides, which form a ledge on which hangs a special frame that just holds three 1-pound sections in a row.

FRAMES

Many different kinds of frames are shipped k.d. to this country. These are made suitable for the W.B.C. hive, regular "Commercial" frames, deep British standard frames Langstroth size, and two or three others for which a certain sale is found. The best method in the handling of supplies for this market is to get in touch with importers who can lay their individual specifications before the Canadian producer. It is sufficient to say that standard frames are made up in this country and fitted with full sheets of brood foundation which are properly wired for production. These are sold in the vicinity of 13s. (\$3.16) per dozen, shallow frames working out to about 1s. per dozen less. Commercial frames cost about 20s. (\$4.86) per dozen fitted with sheets and wired.

BEE ESCAPES AND SUPER CLEANERS

A type of spring bee escape is now in general use and is recognized as the most convenient method of automatically freeing the honey crop from the bees. It is a simple metal device costing in the vicinity of 1s. retail, and is made up in two-way and four-way escapes.

To allow bees to escape that have got above the quilts in the hive roof, a brass cone cleaner is employed. This is another variety of spring escape and is sold at about 9d. each.

CANADIAN POSSIBILITIES

In conclusion, it should be pointed out that the best possibilities for Canadian bee-keepers' supplies are for the various types of wood sections, etc., which may be imported k.d. and ready for erection. The West of England is primarily a consuming rather than a distributive area, and local distributors are not inclined to go to the trouble of doing the erection themselves.

CONCRETE ROAD REINFORCEMENT IN WEST OF ENGLAND

LESTER S. GLASS, ASSISTANT TRADE COMMISSIONER

Bristol, June 12, 1928.—In 1910 the first experimental section of steel reinforced road in England was laid in Truro, Cornwall. This was a tarmacadam road. Since that time the popularity of reinforced highways has steadily increased, and to-day the greater part of all main thoroughfares and roads bearing considerable traffic are being built along these lines. Tarmacadam, concrete, and the concrete foundations of asphalt roads are subject to this method of construction.

So far the demand has been almost entirely supplied by English manufacturers who also export in small quantities. It is fully recognized that in the majority of steel products Canada is quite unable to compete on this market. In view of the prices ruling at the present time, however, and the spread between the cost of steel bars and the finished material, there is just a possibility that Canadian firms may be able to quote attractive prices and secure some of this business.

Mild, cold drawn steel of a tensile strength of from 28 tons to 32 tons to conform with the British Standard Specifications, and medium carbon steel having a tensile strength of from 38 tons to 42 tons, are employed exclusively.

The Ministry of Transport Roads Department issued the following instructions to all engineers on June 9, 1928—

Steel reinforcement may be either of rolled steel with a yield point of not less than 32,000 pounds per square inch, or high tensile steel with a yield point of not less than 72,000 pounds per square inch.

The working stress in the case of the former shall not exceed one-half of the above minimum yield point, and in the case of the latter it shall not exceed one-third.

The type and form of reinforcement shall be selected by the engineer, but for guidance the following information is given.

The weight of a single layer of mild steel reinforcement should not be less than 7 pounds per super yard, and where double reinforcement is used the weight of the top of and bottom layers should not be less than 14 pounds per super yard.

THREE GENERAL CONSTRUCTION TYPES

The type and pattern of the finished reinforcement varies considerably, but there are three general types which are widely used. The cheapest method, and one in which Canada cannot compete, is where the rods, either square or square twisted, are laid across the road bed upon lateral stringers. This is expensive from the point of view of laying and is not commonly used. Prices of square twisted rods are as follows:—

$\frac{1}{2}$ -inch and 1-inch	15	10	0	(\$70.55)	per ton, 2,240 pounds
$\frac{3}{8}$ -inch	15	0	0	(\$72.90)	per ton, 2,240 pounds
5 gauge and $\frac{1}{4}$ -inch	16	0	0	(\$77.85)	per ton, 2,240 pounds

The second variety has several variations and is made of either rods or cold drawn steel wire formed into a mesh. The mesh may be either rectangular, square or diamond-shaped. At the present time there is a mesh being sold which is considered very good. Its main selling point lies in the fact that all joints are welded. This makes really little or no difference to its efficiency as a reinforcing material but adds greatly to its cost. The view has been expressed that there should be a good sale for a mesh in which the joints are not welded but fixed with a knot, similar to that employed in steel wire fencing. The prices at which this mesh is sold are:—

6 pounds to square yard (Sample A), £21 (\$101.79) per ton, 2,240 pounds

Tensile strength 38/42 tons from \$235 to \$250 per ton.

Tensile strength 20/32 tons from \$125 to \$140 per ton.

There is also a certain amount of woven mesh used, but so far this has not been pushed with any great energy and the market for it is virtually untried.

The last of these three main groups is that made from cold rolled steel pierced and expanded to form a mesh similar to that employed as a metal lath for building purposes. This commands at the present time:—

5 pounds per square yard 10 d. (20 c.) per yard or \$89.60 per ton.

6 pounds per square yard 11 d. (22 c.) per yard or \$82.12 per ton.

7½ pounds per square yard 1/14d. (26½c.) per yard or \$76.96 per ton.

According as the ideas of the individual manufacturers vary, so do these main groups. For example, one firm producing the expanded metal type offers what they call the self-centring reinforcement, which is made from about 26-gauge steel. This, however, is not used as road reinforcement but for flooring and light paving. After every three inches of mesh there is a U-shaped angle or channel pressed to a depth of approximately half an inch, giving the mesh ample clearance. There is also an increasing tendency towards the use of double-layer reinforcement in which the upper and lower layers are connected at intervals by vertical or inclined ties.

Mesh made from expanded metal or steel wire is very conveniently handled in rolls which vary in size from 180 to 240 feet long and from 84 to 87 inches wide. The heavier forms made from rods cannot be rolled and must be shipped flat in sheets for which there is a fairly standard size of around 17 feet long by 84 inches wide. The prices quoted here are for the material landed at nearest railway point, and it would be necessary for Canadian firms to quote prices c.i.f. Bristol and if possible in sterling.

A BRISTOL INQUIRY

This report accompanies a Trade Inquiry on behalf of a Bristol engineer who is desirous of securing the agency of Canadian manufacturers of competitive reinforcement for concrete roads. Any Canadian firm wishing to secure such a representative may obtain full particulars from this office or from the Department of Trade and Commerce, Ottawa, to which samples and illustrations have been forwarded.

REPRESENTATION OF CANADIAN EXPORTERS IN SCOTLAND

TRADE COMMISSIONER G. B. JOHNSON

Glasgow, June 15, 1928.—Scotland is a large consumer of a great variety of Canadian products. Its population is about half that of the Dominion. It is a difficult market in some respects because of the conservatism of business men and consumers alike, a conservatism more pronounced than in England. Furthermore, it is a market which demands products, more especially food products, of the highest quality. It is a matter of much difficulty and necessitates persistence to introduce anything new, or to switch trade from old-established channels to untried sources of supply. But these very obstacles are an asset to Canadian firms when once they have obtained a footing, as Scottish firms are usually loyal to old connections, even at times at some financial sacrifice.

This same loyalty extends to local agents or local importers representing overseas exporters, and it is this clannishness and preference to well-known and tried local friends in a particular trade which gives them a decided advantage in the Scottish market over travellers from London.

Considerable numbers of Canadian exporters, probably the majority, appear to feel that when a firm in London has been secured as distributors they have made all the arrangements necessary to cover Great Britain. In most lines, and especially in those staple lines of food products which are in continuous demand, this is usually a great mistake. From long experience the writer can say that few, if any, London firms, however comprehensive their organization, can satisfactorily cover Scotland. On the map the British Isles appear to be a pretty small country, but its power of absorption of Canadian products is determined solely by its population. There are so many great centres of population in England itself that Scotland is more or less neglected.

Realizing the difficulties and the distance of the Scottish market, some London firms, representing Canadian exporters for the whole of Great Britain, appoint sub-agents in Glasgow, Leith or Edinburgh. What happens? A case of this kind noted recently is illuminating. An old-established and highly respected firm of importers in Glasgow directly represented for twenty-five years a firm of exporters in Eastern Canada. The Glasgow firm introduced their particular product into this country, and they were the pioneers and leading firm in the trade here and built up a valuable business. This arrangement is now about to terminate because the Canadian firm has passed into new hands, who have appointed a London house to cover the British Isles, and for whom the Glasgow firm is invited to work as sub-agents. The commission as sub-agents is three-quarters of one per cent, as compared with two per cent when working directly. It is plain that this new arrangement must prevent them from "going all out" for business, although they have travellers covering every corner of Scotland at regular and frequent intervals. In fact the new arrangement is not only discouraging and unprofitable, but for a firm of such a standing, humiliating, and they intend to terminate it. The London firm is an excellent one, but the fact that they have handed over the agency for Scotland

to a Glasgow house may be taken as a confession of their inability to cover Scotland. The result in this case therefore is a direct loss of Scottish business to Canada.

Another example. The writer was speaking not long ago to a produce agent in Belfast, a man who knows every one in the trade in that city and calls practically every day on the wholesale trade. He mentioned a particular brand of Canadian cheese, the agent for which is a London firm, which is supposed to cover the British Isles. Not a pound of this cheese is sold in Belfast, although Northern Ireland is one of the largest consumers of Canadian cheese. If a local agent were appointed there can be no doubt that this excellent brand would have a ready sale in that part of the country.

On the other hand, a London agent, or one in a particular centre where the leading industries are consumers, is sometimes indicated as alone desirable. In regard to the former, so far as Scotland is concerned, such a line would be automobile accessories. None of the dealers in Scotland are large enough, or sell imported accessories in sufficient volume, to do any importing on their own account, and they buy their requirements from London agents.

These examples are given to emphasize the wisdom of Canadian firms choosing their representatives in this country wisely and well, and after ascertaining from the Canadian Trade Commissioners the best course to pursue.

SCOTLAND AS AN IMPORTER OF CANADIAN RUBBER FOOTWEAR

TRADE COMMISSIONER G. B. JOHNSON

REQUIREMENTS OF THE MARKET

Glasgow, June 1, 1928.—Of all Canadian manufactured goods shipped to Scotland, there seems little doubt that the trade in rubber footwear has made the most remarkable advance in recent years. Unfortunately there are no statistics showing the countries of origin of commodities imported for any one part of Great Britain, or at any particular port. The growth of imports from all countries at Glasgow, however, which is the distributing point for imports over most of Scotland and to a considerable degree Northern Ireland, is revealed in the Board of Trade figures. From a value of £28,000 in 1923, the imports of rubber footwear rose steadily each year to a value of £190,000 in 1926. But when the Board of Trade returns for the whole of Great Britain are studied, the dominant place of Canada as the country of manufacture of imported rubber footwear for the British market is at once apparent. And the rapid growth of the whole import trade is not less remarkable than the place that Canada has in it. Imports, however, it should be stated, represent only a small proportion of the total consumption, but they are large enough to be striking.

The following table shows the position at a glance of rubber footwear, and it will be noted that Canada shipped nearly a million dollars worth more to the United Kingdom in 1926 than the manufacturers of the United States, the Dominion having jumped into the leading position in 1925.

Rubber Boots and Shoes (Imports into the United Kingdom, in Pounds Sterling)

Country of Origin	1922	1923	1924	1925	1926
Sweden	1,725	1,845	5,265	14,729	32,301
Germany	21,474	41,114	35,287	41,588	49,546
Belgium	8,654	7,463	416	476	6,082
France	32,556	9,915	28,397	53,724	104,211
United States	110,438	150,324	285,805	351,430	386,182
Canada	59,758	54,155	163,039	367,071	580,488
Other countries	3,319	3,368	6,431	5,571	8,103
Total	237,924	268,184	524,640	834,589	1,166,913

The figures for Great Britain for 1927, detailed in respect of countries of origin, have not yet been published, but there is no reason to suppose that Canada has not maintained, and probably improved, her position in the trade. The total imports in 1927 show some falling off from 1926, the figure standing at £901,048.

Various factors have contributed to the strong position Canadian firms have obtained in this trade. Growing preference for products of Empire origin is one of them. The burden of taxation, national and local, in the case of British manufacturers, is another. But it would seem that Canada's position in this industry is due mainly to the fact that, owing to the climate, the Dominion for many years has had exceptional opportunities to develop the manufacture of rubber footwear into its present high standard. Rubber footwear is in the Dominion at certain seasons a necessity, and from this necessity has developed a great industry.

In Scotland, the principal home of the rubber footwear industry in Great Britain, the Canadian product finds a ready sale. This is no doubt mainly due to the wet climate, especially on the West Coast, but also to the selling abilities of the agents for Canadian firms. There are at least three Canadian firms doing a large business in Scotland. One of these, probably the largest, has a comprehensive selling organization in this country and spends a large sum on advertising. Another firm, which secured the services of a Glasgow agent some years ago, has now an annual turnover, in the area which he covers, of upwards of a quarter of a million dollars. The third, which has been doing business in Scotland for about the same length of time as the last-mentioned, employs an agent in Glasgow who has been successful in developing a large trade. If there are any other Canadian rubber footwear manufacturers not represented in Scotland and who wish to open up in this market, this office will be pleased to undertake the responsibility of finding a suitable agent or wholesale distributor. The productions must be able to compete, both in price and quality, with Hood of the United States and other well-known makers.

RUBBER-SOLED SHOES WITH CANVAS UPPERS

There is always a large business to be done in Great Britain in canvas rubber-soled shoes, which come under two categories: (a) sand shoes (also known as plimsolls and gymnastics); and (b) sports shoes. The former are made with ordinary compounded rubber soles and the latter with crepe. The bulk of the sand shoes sold in Great Britain are made in Scotland at Edinburgh and Dumfermline, and to a limited extent in England. A certain quantity is imported from Germany, but comparatively few from Canada. It is generally agreed that transatlantic manufacturers cannot compete in this class. Scotland is the seat of manufacture of sand shoes.

Dealing therefore with sports shoes with crepe soles, the demand is increasing with the increasing popularity of tennis. Canada is easily the biggest producer, one well-known Canadian company having thoroughly established their brand in Great Britain. Scotland and the United States may be placed second and third. Some years ago the shoe used for playing tennis was an expensive article with uppers of buckskin, brown leather or canvas, soled with vulcanized rubber of about a quarter of an inch in thickness, stitched. In this field the British manufacturer is and has long been supreme, but this aristocrat of the tennis world appears largely to have declined in popularity owing to the high price, and to have been superseded by the canvas shoe soled with crepe rubber. It is stated to wear about two or three times as long as the sole of vulcanized

rubber. This new and cheaper shoe is very popular for tennis, badminton, and other sports, particularly on hard tennis courts, which have almost entirely displaced grass courts, resulting in harder wear for shoe soles.

The type in greatest demand is the Oxford, and the sizes women's 3's to 6's. There is a ready sale for the same class of shoe in one-bar (strap and button) in women's and misses' sizes, and in sandal patterns for youngsters.

WELLINGTONS

In Scotland the use of rubber Wellingtons is growing, but for any particular winter the sale is dependent on the weather. A fall of snow in the early months of winter, or unusually heavy rainfalls, are necessary for a good demand, which is supplied to a large extent from Canada and the United States, although the home manufacturer scores in the matter of price. The Wellington is no longer a boot for durability alone, but demands elegance, and the manufacturers who supply the stylish boot with reasonable wearing power should get the business.

The use of coloured Wellingtons is growing, and beige and light grey have been selling well since last year, although black is still the popular colour. Considerable progress has been made by all factories in this country producing more attractive and better fitting boots, and this will no doubt help to maintain the demand. For instance, "Fashion Wellingtons" for women, with high heels and smart toes, sizes $2\frac{1}{2}$ to 8, and half sizes; women's flat-heeled Wellingtons or utility boots, sizes 3 to 8, no half sizes; girls' flat-heeled boots, sizes 11 to 2, no half sizes; children's flat-heeled boots, sizes 5 to 10, no half sizes. With the exception of the fashion boot the above-mentioned are usually only stocked in black and tan.

GOLOSHES (RUBBERS)

Goloshes or rubbers continue in some demand for women and children, but the trade suffers from the Wellington boot innovation, and appears to be declining. In fact, the use of the "rubber" in this country, even in the wettest districts such as round Glasgow, has never been general, and among men especially they are rarely if ever in evidence. There appear to be several reasons for this, as far as the male population is concerned. Leather footwear in this country is heavier than is usually the case in Canada or the United States; snow is an infrequent visitor, and on the streets it is only rarely that the combination of snow and water called "slush" is present. There is also a prejudice against innovations originating overseas, especially those having any suggestion of effeminacy.

But these arguments hardly apply to the wearing of rubbers by women or children, and it is astonishing to see the majority of women, in the thinnest shoes, walking about on a day of snow or rain without rubbers or Wellingtons (and the use of the latter is by only a small minority usually of young girls). It would seem quite a reasonable business risk to start a campaign, supported by continuous newspaper advertising, to persuade the feminine and younger portion of this community to take to rubbers on wet days.

The "storm" or high-front variety commands the best sale. Footholds or "snugs" are also in demand. Sizes in request embrace children's 6 to 10, misses' 11 to 2, women's 3 to 6, and men's 6 to 10.

Confidential information respecting the British market for rubber footwear is available at the Department of Trade and Commerce, Ottawa, to Canadian manufacturers and exporters of these lines.

WEST INDIES AND BRITISH GUIANA MARKET FOR GINGER ALE
AND AERATED WATERS

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, June 13, 1928.—Because the West Indies and British Guiana are tropical and semi-tropical countries, the consumption of non-alcoholic beverages is large. As their manufacture is simple, provided proper equipment is installed, in each island may be found a number of aerated water concerns manufacturing various flavoured beverages, including ginger ale, ginger beer, cream soda, and sweet drinks of all flavours. The carbonic acid gas is imported, as are the essences and flavours.

These drinks are sold by the small merchants, and also by the more substantial ones to all classes, while the street vendor does a thriving business. Some of these drinks are good; others poor in quality. A large quantity of locally manufactured soda water is also consumed. Naturally the beverages which are cheap, retailing at 1d. per bottle, find favour with the masses, who have not much money to spend on such goods, so that the higher-class ginger ales and other drinks such as cider, tonic water, and mineral waters are only demanded by the white population, the clubs, and high-class hotels. The white population is not more than 5 per cent in any of the islands and in some less, so that sales of imported non-alcoholic beverages in the category under review are small.

In the case of imported non-alcoholic beverages, those of English manufacture are the most important—Schweppes, Ross', Jewsbury and Brown's—while Canada Dry, bottled in and shipped from New York, Gurd's and Laurentian, are to be seen in some of the clubs and obtained at the better hotels on demand.

Visitors are usually served with the imported varieties as more may be charged for them, but, as before stated, their sale is necessarily limited. The tourist season is short and the stop-over of such travellers is very limited in duration.

The figures of imports of aerated waters, etc., in the various colonies are not all compiled on the same basis, but the following table showing imports into the three most important markets of this territory in 1927 will tend to show the extent of the trade.

	Quantity	Value
British Guiana—		
In pints.		
United Kingdom..	Doz. 423	\$ 744
Canada..	" 71	104
Other countries..	" 136	406
In splits.		
United Kingdom..	Doz. 8,231	9,742
Canada..	" 238	303
Other countries..	" 25	50
Trinidad. (£1=\$4.80).		
United Kingdom..	Galls. 2,332	£ 763
Canada..	" 73	34
Other countries..	" 2,892	553
Barbados—		
In pints.		
United Kingdom..	Doz. 2,085	834
Canada..	" 149	60
Other countries..	" 173	69

The split or half-pint is the most popular size.

Prices quoted on one of the better grades of imported ginger ales to the agent are as follows: f.o.b. seaboard, per case of six dozen pints, \$1.20 per

dozen; six dozen splits, 96 cents per dozen. The price laid down in Port of Spain duty paid, including a 10 per cent commission for the agent, would be \$9.45 per six dozen pints and \$9.18 per eight dozen splits. The preferential duty in Trinidad is 12 cents per dozen pints, plus $7\frac{1}{2}$ per cent surtax. In Barbados the duties are the same except for the surtax, while in British Guiana they are preferential 16 cents per dozen bottles, plus 30 per cent surtax.

Ross' and Schweppes have their agencies in Port of Spain with the two largest wholesale and retail grocers, and are thus in a position to secure large sales. The same policy is adopted in Barbados and British Guiana.

To introduce a new brand of ginger ale or other aerated drink is a matter of some difficulty. To do so the manufacturer must be prepared to advertise strongly and distribute samples. One English factory to introduce their product have agreed with their agent to spend at least \$1,500 per year in advertising in Trinidad alone, and in addition furnish ten cases of free samples.

Locally manufactured aerated beverages are bottled in a heavy glass bottle with elongated neck, the lower portion of which is compressed on two sides. Above this compression is a small glass ball, prevented from falling into the body of the bottle by the compressed sides, but slightly larger than the mouth of the neck. This ball is forced up against a rubber washer in the mouth and held there by the internal pressure, thus acting as an efficient seal. The bottle is opened by punching in the ball. All imported beverages are sealed by metal crown cork seals.

REVIEW OF AUSTRALIAN TRADE, 1926-27*

TRADE COMMISSIONER D. H. ROSS

VI

Importations of Interest to Canada—*Concluded*

AUSTRALIAN IMPORTS OF FUR APPAREL AND FUR SKINS

The manufacture of fur apparel, from both imported and native furred skins, has assumed considerable magnitude in Australia. Owing to climatic conditions, the principal industries are centred in Melbourne, although there are also factories in Sydney specializing in this apparel. In former years, when the duties were comparatively low, large quantities of fur apparel were imported, but in recent years the trade has diminished.

Generally, fur models imported from England and the Continent—unless made to saleable designs—are unsuitable for the Australian trade, hence the larger proportion of imported fur apparel is comprised of cheap goods which local furriers (fully employed in making better goods) find unremunerative.

Obviously, the large Australian importations of fur skins from the United Kingdom, France, Germany, and Belgium are from all parts of the world—for dressing and dyeing in the country of export—hence it cannot be determined to what extent Canadian skins enter into this trade.

* Former reports in this series appeared in Nos. 1269 to 1273. The section in No. 1269 included a general review of Australian trade, with statistics of the overseas trade of the different states, comparison of the free with dutiable imports, Australian imports and exports from British and foreign countries, and a general comparison of the trade of Canada and Australia. The section in No. 1270 gave a comparative view of the trade of Canada and Australia (with tables illustrating reciprocal benefits derived under the Canadian-Australian trade agreement), and of Australian trade with the United States. The first section of the part entitled "Importations of Interest to Canada," giving details of the imports of Canadian agricultural implements and machinery, and of the production and exports of Australian agricultural implement factories, was published in No. 1271; and the second, motor vehicles and paper, in No. 1272, and the third, on imports of fish, timber, furniture, musical instruments, rubber and rubber goods, boots and shoes, and belting, in No. 1273.

Importations from France, Germany, and Belgium are mainly composed of shorn, dyed, and dressed rabbit skins—in the production of which these countries excel—known to the trade as coney and electric seal, as well as in a wide range of fancy appellations. A portion of imports from the United States is of similarly prepared rabbit skins.

The Australian net customs duties on made-up fur apparel are 44 per cent if made in the United Kingdom and 60½ per cent if made in other countries (including Canada). On prepared or dressed fur skins the duties are 16½ per cent and 22 per cent respectively.

The imports of fur apparel and fur skins for the last two fiscal years are thus tabulated:—

<i>Fur Apparel</i>		
Country of origin.	1925-26	1926-27
United Kingdom.. . . .	£ 31,114	£ 28,122
Canada.. . . .	417	381
China.. . . .	846	1,049
France.. . . .	2,549	2,696
Germany.. . . .	4,395	9,095
United States.. . . .	793	531
All other countries.. . . .	952	2,232
	£ 41,066	£ 44,106

<i>Fur Skins (Dressed or Prepared)</i>		
Country of origin.	1925-26	1926-27
United Kingdom.. . . .	£119,914	£159,727
Canada.. . . .	2,112	2,044
Belgium.. . . .	8,442	29,805
China.. . . .	14,613	12,526
France.. . . .	76,334	216,718
Germany.. . . .	10,406	60,011
Italy.. . . .	1,510	1,653
Russia.. . . .	7,488	12,652
United States.. . . .	41,865	35,608
All other countries.. . . .	2,647	2,568
	£285,331	£533,312

AUSTRALIAN IMPORTS OF CANADIAN DRY GOODS, TEXTILES, ETC.

The United Kingdom is the chief source of supply of cotton, linen, and wool piece goods imported into Australia, on which there is a substantial tariff preference over importations from all other countries (including Canada). These lines figure largely in Australian importations of dry goods or drapery.

Under the trade agreement, textile gloves made in Canada are admitted into Australia under the British preferential rate of duty, hence the increase in values from £25,765 in 1925-26 to £49,217 in 1926-27.

In recent years there has been a marked development in Australian mills in the production of woollen and knitted goods of varied character, and also in hosiery of wool and silk (upon all of which are high customs duties), hence the importation of these goods has substantially declined.

The chief items of Canadian dry goods imported into Australia in 1926-27 were comprised in corsets (£12,868); hosiery (£1,178); gloves (£49,217); other apparel (£4,309); other textile articles (£9,325); braids (£847); buttons (£301); cushions and cosies (£721); cotton piece goods (£131); linoleums and floor cloths (£1,404); knitted cottons (£1,090); leather cloth (£3,772); felts (£5,316); hessians (£728); haircloth (£472); hop cloth (£229); woollen and other piece goods (£1,471); and twines (£1,007).

IMPORTS OF CARBIDE OF CALCIUM INTO AUSTRALIA

With strong competition from the carbide industry at Hobart (Tasmania), which has the benefit of a customs duty of £7 10s. per long ton in its favour, oversea manufacturers—with ocean freight, etc.—have a considerable trading handicap to overcome. Exporters of Scandinavian carbide probably have some advantage, by reason of lower transportation charges, in endeavouring to retain at least a proportion of their former considerable sale of brands which have been established on these markets for many years. Canadian carbide has excellent representation and retains its quality reputation, but to secure business prices must be competitive.

The imports for the last two years are given thus:—

Country of origin.	1925-26		1926-27	
	Cwt. (112 lbs.)		Cwt. (112 lbs.)	
Canada.. . . .	8,351	£ 7,858	6,188	£ 5,896
Norway	17,156	14,213	16,019	14,189
Sweden.. . . .	22,037	18,316	13,805	12,097
Jugo-Slavia	552	317	772	509
Poland	754	712	89	122
Other countries	332	316	200	174
	49,182	£41,732	37,073	£32,987

AUSTRALIAN IMPORTATIONS OF PORTLAND CEMENT, 1926-27

It is generally conceded that the great expansion in the plants of Australian cement industries has placed them in a position to easily supply all normal requirements of the Commonwealth. In some of the states production already exceeds the demand, hence competition is particularly keen where no territorial agreements between the manufacturers are in force. Imported cement is frequently carried at very low freight rates, thus obviating tramp steamers (seeking wool or wheat cargoes) the necessity of purchasing ballast for stiffening. Except to outlying ports, to which coastal freights are high, the importation of cement is likely to decrease from year to year.

The importations into Australia in 1925-26 and 1926-27 were:—

Country of origin.	1925-26		1926-27	
	Cwt. (112 lbs.)		Cwt. (112 lbs.)	
United Kingdom.. . . .	402,837	£60,997	320,398	£51,858
Belgium.. . . .	4,640	829	15,201	2,991
France.. . . .	19,315	4,852	5,903	1,518
Germany.. . . .	11,533	1,454	16,765	2,467
Norway.. . . .	997	477	71	15
Philippine Islands.. . . .	3,956	876	3,418	742
United States.. . . .	11,395	4,751	14,637	5,688
Other countries.. . . .	39	12	282	70
	454,712	£74,248	376,675	£65,349

AUSTRALIAN IMPORTATIONS OF PLASTER OF PARIS, 1926-27

The importation of plaster of Paris is comparatively unimportant, and, in the main, depends upon the specification of architects who stipulate the use of old-established and proved qualities. The little imported of Canadian manufacture has an excellent reputation for quality and colour, but in this conservative market preference is usually given to the brands which have been on the market for many years, and especially as there is practically no difference in price. Australian plaster is increasing in production and improving in quality, and is extensively used in fibrous-cement boards and for ordinary buildings. The question of ocean freight enters largely into the landed cost of oversea plaster.

The importations into Australia in 1925-26 and 1926-27 were:—

Country of origin.	1925-26		1926-27	
	Cwt. (112 lbs.)		Cwt. (112 lbs.)	
United Kingdom	6,841	£ 3,466	9,012	£ 4,251
Canada	3,239	1,167	4,688	1,698
New Zealand . . . . .	.....	.....	18	5
France	2,655	496	19,914	3,522
Belgium . . . . .	.....	.....	270	48
Germany	16,553	3,324	17,718	3,437
Italy	404	127	295	117
United States	40,903	15,561	39,591	15,249
	70,595	£24,141	91,506	£28,327

AUSTRALIAN IMPORTATION OF ENGINES AND LOCOMOTIVES

As in other countries, engines of domestic and oversea manufacture sold in Australia are divided into the three general classifications of steam, oil, and gasolene. While these engines are manufactured in Australia by old-established engineering firms, and more recently by branch plants of British companies, yet the importation of special types of engines continues in considerable volume. The demand for locomotives for state-owned railway systems varies from year to year, though the majority in use are made in Australia. The imports of tractors (duty free to all countries) are responsible for large figures. The imports of engines, according to classification, are shown thus:—

Engines	1925-26	1926-27	+ Increase — Decrease
Aeroplane, imported separately.	£ 11,977	£ 8,761	— £ 3,216
Fire.. . . .	14,271	11,250	— 3,021
Gas.. . . .	48,862	38,992	— 9,870
Diesel-type	23,909	86,664	+ 62,755
Kerosene and petrol	232,780	245,991	+ 13,211
Locomotives.. . . .	465,802	82,637	— 383,165
Motor car, imported separately.	93,321	89,009	— 4,312
Motor cycle.. . . .	20,506	18,934	— 1,572
Steam turbines.. . . .	54,813	93,828	+ 39,015
Steam engines, other	69,915	35,180	— 34,735
Tractors, cable-type.. . . .	21,193	34,242	+ 13,049
“ caterpillar type.. . . .	110,097	137,944	+ 27,847
“ road-rollers.. . . .	60,926	74,258	+ 13,332
“ other, steam.. . . .	32,478	42,202	+ 9,724
“ other, not steam.. . . .	684,628	959,955	+ 275,327
All other engines.. . . .	58,981	112,914	+ 53,933
	£2,004,459	£2,072,761	+ £ 68,437

IMPORTS OF ENGINES FROM THE UNITED KINGDOM, UNITED STATES, AND CANADA

The principal sources of supply of the engines imported into Australia in 1926-27 were the United Kingdom and the United States, the imports from which, together with the extent Canada participated in the trade, are submitted thus:—

Engines.	From		From		From	
	United Kingdom		United States		Canada	
Aeroplane.. . . .	£ 8,485		£ 110		.....
Fire.. . . .	3,736		6,759		.....
Gas.. . . .	35,969		2,973		£ 5	
Diesel-type.. . . .	62,329		13,065		.....
Kerosene and petrol.. . . .	115,311		106,099		16,684	
Locomotives.. . . .	38,743		32,149		.....
Motor car.. . . .	26,372		44,694		14,360	
Motor cycle.. . . .	7,804		8,156		2,927	
Turbines.. . . .	89,489		1,162		.....
Other steam.. . . .	33,415		1,581		.....
Road rollers.. . . .	67,910		6,332		.....
Tractors, cable-type.. . . .	1,674		32,513		.....
“ caterpillar.. . . .	4,063		118,639		7,345	
“ steam.. . . .	23,169		18,923		.....
“ other.. . . .	92,275		832,892		12,582	
Other engines	81,744		26,513		675	
	£692,488		£1,252,560		£54,578	

In 1925-26 the imports of engines from Canada were valued at £26,988, hence the imports in 1926-27 increased by £27,590.

MACHINERY, METAL MANUFACTURES, HARDWARE, ETC., FROM CANADA

The annexed schedule covering lines of metal and other manufactures imported from Canada into Australia in 1925-26 and 1926-27 is submitted for the information of manufacturers and exporters. The items illustrate the variety in the output of Canadian industries engaged in the manufacture of machinery, electrical goods, and metal work.

A comparative statement of the importations from Canada for the two fiscal years is appended thus:—

	1925-26	1926-27
Batteries, storage.. . . .	£ 1,738	£ 10,497
Carbon manufactures.. . . .	167	209
Dynamo electrical machines.. . . .	8,195	11,392
Electrical fittings.. . . .	1,380	1,152
“ fans.. . . .	...	20
“ cooking and heating appliances.. . . .	5,259	11,911
“ lamps.. . . .	521	416
“ recording instruments.. . . .	12,096	5,512
“ regulating apparatus.. . . .	2,126	5,905
“ static transformers.. . . .	1,886	1,286
“ telephones.. . . .	354	...
“ vacuum tubes.. . . .	1,425	26
“ wireless receiving sets.. . . .	...	1,530
“ appliances, n.e.i.. . . .	7,646	8,657
Air and gas compressors.. . . .	338	...
Presses.. . . .	367	477
Washing machines, mangles, etc.. . . .	58	186
Other metal-working machinery.. . . .	2,673	254
Motive power machinery, n.e.i.. . . .	42,359	33,828
Pumps, hand.. . . .	4,302	66
“ other.. . . .	1	946
Roller bearings.. . . .	3,059	4,072
Sewing machines.. . . .	1,703	1,584
Knitting machines.. . . .	9,201	5,416
Textile machines, other.. . . .	157	...
Tools, pneumatic.. . . .	231	...
Typewriters.. . . .	52	695
Woodworking machinery.. . . .	378	305
Machinery, n.e.i.. . . .	7,757	5,068
Alloys.. . . .	368	849
Aluminium blocks, sheets, etc.. . . .	680	666
“ cooking utensils.. . . .	132	322
Antimony.. . . .	50	...
Bolts and nuts.. . . .	6,350	8,887
Rivets.. . . .	126	827
Screws, with nuts.. . . .	432	579
Brasswork, etc.. . . .	2,722	2,481
Chain, metal.. . . .	2,221	2,627
Cordage, metal.. . . .	1,597	1
Cable and wire, covered.. . . .	...	32
Gas appliances.. . . .	209	176
Enamelled kitchen ware.. . . .	...	148
Hinges.. . . .	21	15
Iron and steel, bar, rod, hoop, etc.. . . .	1,741	1,063
“ “ plate and sheet.. . . .	1	512
“ “ wire, other.. . . .	35,912	23,559
Iron, smoothing.. . . .	898	1,634
Lamps and lampware.. . . .	18,445	25,699
Leaf and foil.. . . .	216	1,361
Locks.. . . .	186	4
Malleable iron castings.. . . .	3,322	3,216
Nails, horseshoe.. . . .	785	423
Nails, other, and tacks.. . . .	4,418	3,422
Pipes, tubes and fittings (cast).. . . .	2,817	3,118
“ “ iron (wrought).. . . .	52,945	40,034
Water bore-casing.. . . .	3,244	5,387
Cutlery.. . . .	38,597	158,106
Tools of trade.. . . .	7,046	6,586
Metal manufactures, n.e.i.. . . .	115,369	27,658

AUSTRALIAN IMPORTS OF FOODSTUFFS, CEREALS, ETC., FROM CANADA

Exclusive of canned fish, Australian imports of primary food products—of which the Commonwealth is a large producer and exporter—are comparatively limited. Australia and Canada compete in the world's markets in cereals, flour, meats, fruits, etc., hence, unless under unfavourable climatic conditions, the trade is unlikely to expand. The principal items of imports from Canada under this classification in 1926-27 were oats (£9,305), cocoa paste (£3,465), confectionery (£1,075), preserved fruit and vegetables (£1,974), and fruit juices (£1,116).

AUSTRALIAN IMPORTS OF MEDICINES, DRUGS, ETC.

Australian imports of proprietary and medical preparations (exclusive of chemicals, acids, etc.) in 1926-27 are given at £559,570, of which the United Kingdom is credited with £385,278, the United States with £96,106, and Canada with £908. The total increase of imports from all countries over those of the previous year was £57,575. The principal items of importation from Canada in 1926-27 were: proprietary and other medicines (£908), bacteriological and sera (£777), ethers, aromas, etc. (£1,410), crude drugs (£1,149), insecticides (£409), toilet preparations (£1,636), and chemicals n.e.i. (£107).

HEAVY COMMERCIAL CHEMICALS

The importation of commercial chemicals from Canada into Australia indicates an increasing trade in cyanides of potassium and sodium (£7,628) and naphtha (£8,208), while acetone (£1,097), acids (£538), and amyl acetate (£444) are also included in the returns.

MISCELLANEOUS IMPORTS FROM CANADA IN 1926-27

In this miscellaneous schedule are a number of lines of varying magnitude which indicate the diversified character of Canada's participation in overseas trade. In comparison with the previous year, the values of a number of items indicate a modest and hence encouraging increase in 1926-27.

These goods and products (in part) are embraced in paints and varnishes (£18,964), crude asbestos (£11,615), gramophones and records (£10,511), vegetable fibres (£9,482), unspecified goods (£7,265), wall and ceiling parts (£6,403), toys (£2,765), oilmen's stores (£2,519), skins (£1,970), fancy goods (£1,966), cinematograph films (£1,885), electrical insulators (£1,760), seeds (£1,666), sand and emery cloth (£1,644), celluloid sheets (£1,100), and smaller values in packings, watches, liquors, polishes, brooms, whisks, oils, leather goods, photographic goods, ores and clays, and glassware.

SOUTH AFRICAN MARKET FOR BUTTER AND CHEESE

TRADE COMMISSIONER G. R. STEVENS

Cape Town, May 19, 1928.—The situation with reference to butter in South Africa is a little peculiar, and it may be interesting to Canadian exporters of dairy products to have a summary of the situation in the event of future inquiries.

There is usually a shortage of butter from the beginning of the winter (May) until spring (October). Under ordinary conditions, large quantities of Australian butter are brought in. This butter is subsidized by the Commonwealth Government to the extent of 3d. per pound and a countervailing dumping duty of the same amount is imposed on it, and this duty has killed the trade.

Imports of Australian butter have decreased in the last three years from approximately 700 tons in 1925 to less than 90 tons in 1927. At the same time, imports of New Zealand butter (on which there is no dumping duty) have increased from nothing in 1925 to about 500 tons in 1927. Unfortunately for New Zealand exporters, the transshipping charges at Sydney are so great that all that Dominion's butter must reach South Africa via London, with a consequent heavy freight charge. These two circumstances—namely, the dumping duty on Australian butter and the heavy freight charge on New Zealand butter—have placed Canadian butter in a particularly favourable position if any shortage occurs.

With reference to the local situation, the price of butter has been rising steadily. A month ago the retail price of No. 1 quality was 2s. 4d. (57 cents) per pound, and the wholesale price is 1s. 11d. (47 cents) per pound. With the winter only beginning, further increases were anticipated.

Storage facilities in South Africa are something of a monopoly, a large and strong company being the only organization in a position to store any quantity of perishable foodstuffs. The situation for the time being seemed propitious for the introduction of Canadian supplies, and a number of cabled quotations from Canadian firms were received. These were all in the neighbourhood of 30 cents f.o.b. Canadian ports, or 34 to 35 cents c.i.f. South African ports, or about 39 to 40 cents landed, duty paid. (The duty is 2½d. per pound, or slightly over 4 cents.) This landed cost of 40 cents (or 1s. 8d.) was relatively attractive in comparison with the landed cost of New Zealand offerings, and if a rising market had been assured, there undoubtedly would have been business in South Africa for Canadian butter exporters. However, prices at date of writing (May 19) have broken somewhat. It is stated that the principal merchants are assured of sufficient supplies to see them through the South African winter, and that beyond occasional parcels of New Zealand butter which can be picked up at bargain prices in London, no large overseas import will be necessary, and the officials of the Department of Agriculture are discussing the possibility of exporting South African butter.

With reference to cheese, the situation is roughly analogous to that of butter. There is usually a winter shortage. (These remarks do not apply to pasteurized or prepared cheeses, for which the market is steady throughout the year, but to bulk cheeses, particularly cheddar, twenties and forties, which are the staple South African demand.)

The difference between butter and cheese lies in the fact that there are no heavy stocks carried over, and consequently the price is less variable. On the other hand, the duty, which is 4d. per pound, is almost twice that of butter, a circumstance which restricts the importation of overseas cheeses.

It is therefore fairly difficult to forecast the position regarding cheese, as the distribution is less centralized than in the case of butter, and the shortage does not become apparent until there is little or no cheese in South Africa. Consequently rapidity of delivery is a prime factor, and purchases ex London stocks are customary.

The London quotation of to-day (May 19) of 106s. 8d. to 108s. (\$25.95 to \$26.27) for first-quality Canadian cheddars is quite favourable and competitive, even allowing for freight to South Africa and landing charges. Foodstuffs brokers state that in their opinion there will be some movement of Canadian cheese to South Africa if such prices continue, but that the South African importers will pay the London premium rather than wait for from a month to six weeks for their supplies, as would be the case if orders were placed with Canadian exporters.

As the above summary shows, the South African demand for butter and cheese is variable, seasonal and opportunist in nature. There is, however, from

time to time a good market, and Canadian exporters will be well advised to form a connection with one of the South African brokerage concerns or large wholesalers. In such a way they would receive inquiries and detailed information as soon as any shortage occurs, and they might from time to time pick up orders of respectable dimensions. There are only a limited number of importers, and when they do buy overseas the quantities are worth consideration.

If any Canadian exporter is interested in forming such connections as recommended in the preceding paragraph, the Canadian Trade Commissioner's office in Cape Town is in a position to make recommendations and to assist the Canadian exporter in concluding satisfactory arrangements.

CONTAINERS FOR PARCEL POST SHIPMENT TO SOUTH AFRICA

TRADE COMMISSIONER G. R. STEVENS

Cape Town, May 25, 1928.—Several ranges of samples arrive at this office each month, usually by parcel post, and nearly all of them arrive in exceedingly bad condition. This is due to the use of ordinary sales packages, without an outer container. Boxes of silk stockings, lingerie, and such goods cannot be shipped by parcel post to South Africa unless the ordinary boxes are protected, either by an outer carton or by some reinforcing material which will protect the cardboard boxes.

In this respect the experiment of a Canadian firm should be called to the attention of exporters. The firm in question manufacture corrugated cardboard cartons, which have been reinforced for export use with loose secondary walls, tops, and bottoms. In such containers bottles of water, puffed rice, tinned tomatoes, and table salt were shipped to South Africa. Upon arrival here the goods opened in excellent condition, with the exception of the carton containing the bottles of water; in the latter instance, however, it seemed fairly evident that the breakage had occurred after arrival at Cape Town. After the goods had been unpacked and photographed, they were repacked and returned to Canada in the same containers. They are reported to have arrived at their second destination in good condition.

For all general purposes the corrugated carton is the only satisfactory package for parcel post shipments, and should be always employed in the case of sample shipments, as it is particularly necessary for samples to arrive in an attractive condition. At present, this office is waiting a second range of samples from a Canadian manufacturer because of the poor packing of the first range. It would not have been fair to have exhibited the goods in question because of the damage which they had sustained.

CONSTRUCTION OF GRAIN ELEVATORS IN ARGENTINA

A plan for the construction of grain elevators in Argentina, to cost in the neighbourhood of \$150,000,000 (Canadian), has been presented to the Argentine Government. The subject is being studied, but no decision has yet been made. Canadian firms who are in a position to build elevators in Argentina are asked to communicate with the Canadian Trade Commissioner at Buenos Aires so that he may keep them informed of progress.

Four elevator contractors are now here studying the Federal Government plan and at the same time endeavouring to obtain smaller provincial contracts. These are respectively English, Canadian, American, and German concerns.

TREND OF BUSINESS IN THE UNITED STATES

ASSISTANT TRADE COMMISSIONER JOHN H. ENGLISH

New York City, June 15, 1928.—“Spottiness” continues as the outstanding characteristic of business throughout the United States at the present time. General business in New York during the past week has shown a tendency to improvement, while reports from the Pacific Coast indicate that trade is from good to excellent and improving. In the Middle West crop prospects have been greatly improved with the wet weather and are now reported as excellent, although somewhat retarded in the south.

IRON AND STEEL

The seasonal decline in iron and steel operations has taken place, but it is less marked than a year ago. Ingot production during May last totalled 4,302,573 tons, as compared with 4,507,520 tons for April and 4,127,335 tons for the same month in 1927. Unfilled orders of the United States Steel Corporation amounted to 3,416,822 tons at the end of May, showing a decrease of 455,311 tons from the 3,872,133 tons on the books on April 30.

The decrease was somewhat larger than had been expected. Operations were at a comparatively low level throughout last month, reflecting the seasonal decline in demand. Shipments, it is understood, exceeded those of April, when they were estimated at about 1,250,000 tons. Shipments in March exceeded 1,300,000 tons.

The unfilled orders at the end of May were the lowest since the end of last October, when they totalled 3,341,040 tons.

BUILDING

The outstanding development during the period has been the sustained record of building construction, both business and residential. The total of building permits for the country for May was 6.8 per cent in excess of the same month in 1927, and a large part of this gain was attributed to the activity in building in New York. Building permits issued in 160 cities during May totalled in value \$304,039,693, as compared with \$273,033,794 in April and \$284,698,305 in May of 1927. This shows an increase over the first few months of the year, but a decrease from the second period of 1927.

PRODUCTION AND TRADE

More favourable weather during the past few weeks has had a beneficial effect upon wholesale trade throughout the country. Up to the end of April, however, wholesale trade showed a decline of more than the usual seasonal amount, with the result that the returns for April were smaller than for April, 1927. Sales of firms in nine specified lines of trade included in the Federal Reserve Board's index of wholesale distribution averaged 5 per cent smaller than in April, 1927, and reflected declines in all lines except meats and drugs.

In retail trade, sales of the principal chain store organizations for May and for the first five months of the year reflected a marked upward tendency. The averages in increases of sales amount to 19.2 per cent in May, 1927. The actual total of May sales by these twenty-five chains was \$98,787,158, as against sales last May of \$82,846,029—an increase of \$15,941,129. The grand total of sales by these chains during the first five months of the year was \$438,882,968 as compared with sales of \$381,491,647 in the corresponding period last year—an increase of \$57,391,321.

These figures include most of the larger chain store systems of the country, and are considered indicative of the advance being made by chains generally.

AUTOMOBILE PRODUCTION

Surpassing April, which had proved a record month for automobile production, early reports from manufacturers indicate that May set a new peak for output for many companies. Not only was production heavier than in April, but in some instances far ahead of May, 1927. Notable in this category was the Hupp Motor Corporation, with a gain of 138 per cent over a year ago, and Packard, with an increase of 127 per cent.

The Hudson Motor Car Company reports a gain of more than 12 per cent in production and shipments of cars during May compared with April. The Hudson officials say that demand for cars continues strong, with the result that June shipments are likely to exceed 30,000 cars.

COMMERCIAL FAILURES

The rise in the number of commercial failures in May contrasts with the decline in indebtedness, the latter falling to the lowest point touched since last September. R. G. Dun & Company report that at \$36,116,990 the amount is about 5 per cent below that for April and approximately $4\frac{1}{2}$ per cent under the \$37,785,000 of May, 1927. The present aggregate also shows reductions from the figures for May in five of the six years 1921-26.

On the other hand, the number of last month's defaults reached the 2,000 mark for the first time in any May, the exact total being 2,008. This is $10\frac{1}{2}$ per cent in excess of the number for April and $8\frac{1}{2}$ per cent higher than the 1,852 insolvencies of May, 1927. The larger number of firms and individuals in business, however, accounts for some of the increase in failures, and it is evident from the exhibit of liabilities that the mortality is chiefly among the smaller concerns.

UNITED STATES CROP CONDITIONS

ASSISTANT TRADE COMMISSIONER JOHN H. ENGLISH

New York City, June 19, 1928.—In the United States crop summary dated June 8, by the Crop Reporting Board of the United States Department of Agriculture, it was estimated that the production of winter wheat would be 512,252,000 bushels and of rye, 36,676,000 bushels. Winter wheat condition is reported at 73.6 per cent for June 1, as compared with 72.2 per cent at the same date last year and 74.9 per cent on May 1, 1928. The growth of winter wheat, however, is reported unsatisfactory over large areas. Unless rain comes in the very near future, it is feared that the crop will be practically ruined over a wide area in South and North Dakota, although conditions are not as bad in the northern half of the latter state.

The crop outlook at June 1 is characterized by an increase in the prospective production of winter wheat; an abnormally low condition of spring-sown grains and fruit prospects that are materially better than last year. Low hay conditions are in sharp contrast with the situation that existed a year ago and have shown no material improvement since May 1.

Winter Wheat.—The condition of winter wheat on June 1 was 73.6 per cent. Improvement in the outlook for this crop is noted particularly in several of the Central States, notably in Kansas, Nebraska, and Oklahoma.

Spring Wheat.—The condition of spring wheat on June 1 was 79 per cent of normal, compared with 86.8 on June 1, 1927, and 88.4 for the ten-year average for that date. Except for 1926, when the condition was 78.5, so low a

figure for this date has never been reported. In all of the important spring wheat States, the crop has been retarded by insufficient rainfall. An average condition of 78.3 per cent is reported in the North Central States.

Oats.—The June 1 condition of oats was 78.3 per cent, which is by a small margin the lowest ever reported for that date. In most of the Corn Belt States growth during May was retarded by drought and in some areas the stand is reported to have been thinned by the April freezes.

Rye.—The condition of rye on June 1 was 67.9 per cent and indicates an average yield per acre of 10.3 bushels, and a production of 36,676,000 bushels. The condition of 67.9 is the lowest ever reported for that date. The indicated yield of 10.3 bushels, if confirmed by the harvest, will be the third lowest on record, that of 1885 being 10.2 bushels and of 1887, 10.1 bushels. A production such as is now indicated would be lower than in any year since 1912.

Barley.—The condition of barley on June 1 was 82.7 per cent of normal, compared with 81.5 per cent a year ago and 86.1 per cent for the ten-year average. Germination and growth have been slow in North Dakota and in Minnesota, due to insufficient rains. Retarded growth is reported also in Indiana, Illinois, Ohio, and Michigan. In Kansas much abandoned winter wheat land has been seeded to barley. A high barley condition is reported in Colorado, and on the Pacific Coast the crop is good to excellent.

ITALIAN IMPORTATION OF WHEAT

TRADE COMMISSIONER A. B. MUDDIMAN

Milan, June 8, 1928.—Prospects for the Italian wheat crop this year are good, but its development for satisfactory harvesting depends upon meteorological conditions during the present month. The weather has been warm and sunny, with only a little rain, and an excellent harvest seems possible. The abundant rain which fell in the spring did not damage the crops but contributed towards their vigorous growth, which now needs only the sun for ripening. The crops in Northern and Central Italy are said to be satisfactory, and in Southern Italy a harvest 30 per cent greater than last year is anticipated. The promised good crop may have some effect on importation; the quantity required will probably be slightly less than last year.

The quantity of grain sown is slightly above that for 1927. Less rye, however, has been planted, and there have only been small increases in the sowings of barley and oats.

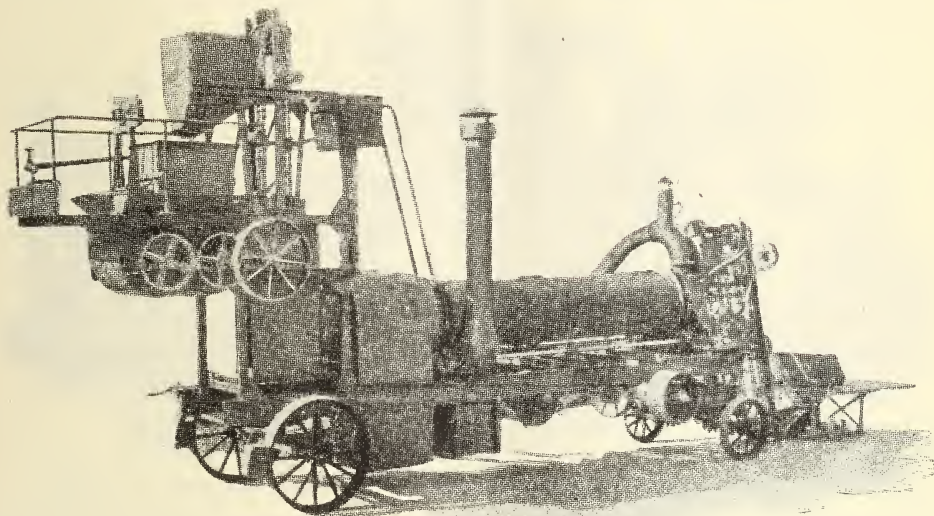
Italy is doing everything possible to reduce importation and to intensify domestic wheat production. Two years ago a law was passed forbidding the manufacture of bread entirely from white flour. As manufacturers had become somewhat lax in the observance of this law, a reminder has been issued to prefects in the whole of Italy strongly directing their attention to it. Samples of the flour used in the manufacture of bread are to be taken and analyzed in laboratories authorized by the Government, thus superseding previous analyses.

By enforcing the use of mixed flours in the manufacture of bread, and by intensifying production through the "Battaglia del Grano" (Battle of the Grain)—which excites competition among agriculturists, enables them to buy good-quality seed at cheaper prices and to win prizes for the best crops—Italy hopes to be able to reduce her importation of this product.

ITALIAN MARKET FOR ROAD MACHINERY

ASSISTANT TRADE COMMISSIONER HENRI TURCOT

Milan, May 28, 1928.—Romans were masters in the art of road construction, and remnants of routes paved at the time when Rome was the centre of art and civilization may still be seen in a fair state of preservation in Italy, as well as in some other parts of the Continent and in Great Britain. The aspects of Italian roads have, however, changed considerably with the progress of time, and Roman pavements have given way to macadam, bitumen, or concrete roads. Experimental work is being carried on on a large scale in well-equipped research institutes, under the guidance of competent engineers. New roads are being built after the latest methods, and the old macadam roads will gradually be improved and resurfaced with new material better suited to the automobile traffic which in Italy, as in most countries, has become very heavy.



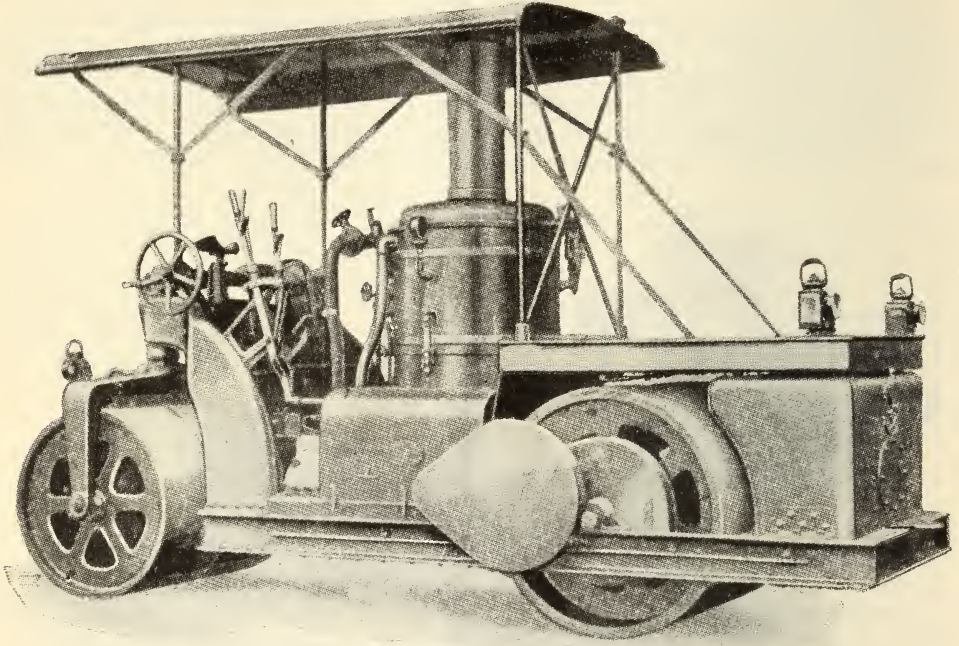
Portable Asphalt Mixer.

In the past few years an important Milanese firm have been engaged in building new roads in the vicinity of this city, financing the enterprise, and in return securing the right to impose a toll on all vehicles passing on these roads. Land was expropriated at high cost, and construction ran into amazingly high figures. This was an experiment, but an experiment that likely will not be continued, as it costs far less to improve the macadam roads already existing. The so-called first-class roads, which have a national importance, come within the purview of the Government of Italy, and the Government's program for the next four years shows that permanent asphalt surfacing will be laid down on 6,000 out of a total of 20,000 kilometres of such roads, at a cost of 1,400,000,000 lire. Tenders will be called for from time to time. Besides the first-class roads, there are the provincial, the communal, and the military roads, and streets in cities and towns. The military roads are in a state of almost complete abandonment, while the others are looked after by the provincial, communal, or city authorities. Provincial and communal routes are generally macadamized, but will gradually be improved by asphalt surfacing. Streets in the cities and towns are paved with blocks of granite or of wood, or again surfaced with asphalt or concrete. Renewals are entrusted to contractors.

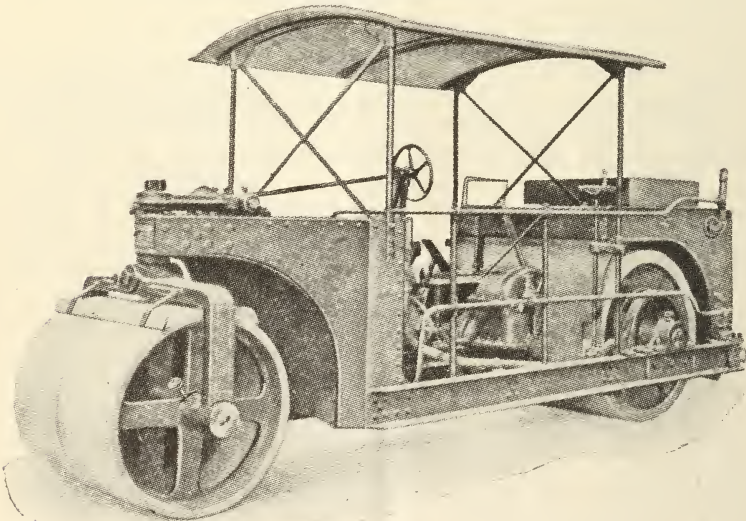
Taking into consideration that the road-paving program is extended to each type of Italian routes, it may be expected that a large amount of work will be done each year. In fact, activities in this field are expected to be greater from year to year.

EQUIPMENT

Italian road contractors employ the most up-to-date equipment. Generally speaking, it is of domestic manufacture, and when necessary manufacturing



"Tandem" Two-cylinder Steam Roller for Asphalt Surfacing.



"Tandem" Four-cylinder Gasolene Roller for Asphalt Surfacing.

rights and patents are secured. No imports of road machinery are reported, foreign competition being impossible except for four- and two-cylinder "Tandem" steam or gasolene rollers for asphalt surfacing, and asphalt mixers. These were shipped to this market by certain British, American, French, Swiss, and German firms, and have been found quite satisfactory.

Illustrations of steam, gasolene, and petroleum rollers, crushers, graders, tanks, etc., together with descriptions, prices, and Italian duties with respect to "Tandem" rollers, and asphalt mixers, are on file, and may be obtained by the interested parties on application to the Department of Trade and Commerce, Ottawa.

METHODS OF DISTRIBUTION

"Tandem" rollers and asphalt mixers are purchased direct by Italian road contractors from foreign manufacturers, whose quotations, in lire or dollars, must be c.i.f. Genoa. Terms are from four to six months. Canadian manufacturers who, after having examined the illustrations and prices on file, find it possible to enter this market should send descriptive catalogues, price lists, detailed blue prints, and specifications to the Canadian Trade Commissioner in Milan, who will put these before the Italian road contractors in his territory. It is believed that there is an opportunity for progressive manufacturers who produce these machines to secure a reasonable amount of business.

The road-paving season, although climatic conditions are not severe in Italy during the winter months, runs from April to November. The best time to work this market is during the dull season when contractors are renewing their equipment and preparing for the next summer. Preliminary correspondence entailing relatively long delays, it is important that Canadian firms communicate with the Milan office at an early date.

REVIVAL IN CHINA'S TRADE

TRADE COMMISSIONER L. M. COSGRAVE

Montreal, June 18, 1928.—The returns of the Chinese Maritime Customs, covering customs revenue from the port of Shanghai for the month of April, indicate a remarkable revival of trading confidence.

The first three months of the present year showed a decrease in customs revenue as compared with the same period of 1927 of approximately G.\$500,000. On the other hand, the returns for the month of April showed an increase in revenue of approximately G.\$600,000. Not only has the deficit for the first four months been wiped out, but there is an increase of over G.\$100,000 for the period as compared with 1927. Promises of protection for foreign trade by the Nationalist Government are, it is understood, responsible for this renewed confidence, and as a result both foreign and Chinese importing firms have been encouraged to bring in larger quantities of goods. It is believed that all foreign nations are participating in this increase.

As a further indication of better conditions in Central China, and of increased trading activity, foreign ships on the Yangtse proceeding from Shanghai to Hankow have been delayed several days at the mouth of the river, owing to the fact that all river pilots are fully employed.

As the average import duty on foreign goods is approximately 10 per cent, it will be seen that Shanghai's imports of foreign commodities represent an increase of G.\$6,000,000 over the preceding month.

THE FRENCH COLONY OF MARTINIQUE

ACTING TRADE COMMISSIONER R. T. YOUNG

Port of Spain, June 8, 1928.—The French colony of Martinique has a population of more than 185,000. It lies in latitude 14° 40' North and longitude 61° West, about midway between St. Lucia and Dominica. The island is about 49 miles long by 13 wide and is very mountainous, the highest elevation being Mount Pelé (4,500 feet), a volcano at present dormant which in May, 1902, burst into eruption, destroying completely the city of St. Pierre with 40,000 inhabitants. That city, entirely effaced by the eruption referred to, was the chief commercial centre of the island, but Fort de France (population 29,029), the capital, is now the principal commercial town.

INDUSTRIES AND TRADE

Like the sister colony of Guadeloupe, the chief industry is sugar cane cultivation and the production of rum. The crop for 1927-28 is estimated at 45,000 metric tons. Coffee, vanilla, and cocoa also form crops of importance.

The foreign trade of the colony continues to show improvement, due to the stabilization of the franc. Although the United States in former years enjoyed a large proportion of the import trade in foodstuffs, since the war this has shown a considerable decrease.

For the first three months of 1927 the increase in foreign trade was valued at 7,800,000 francs compared with the corresponding period of 1926.

The high tariff excludes practically all imports but foodstuffs. There is a demand for salted pork and beef and pork offals, at present supplied by United States packers. Salt fish, the staple article of food in Martinique, was formerly imported from Canada, but is now supplied by France. At certain seasons of the year this can be imported profitably from Canada.

Canadian lumber, both east and west coast, finds a market in Martinique, as does cement and flour. A large portion of the latter commodity has been supplied by United States millers, but with direct connections from Canadian ports, flour from the Dominion should enjoy a larger sale. The consumer in the French islands is not so particular with regard to the white loaf as in the British islands, so that the lower grades of flour are in demand. Several well-known Canadian mills are already enjoying a considerable trade in Martinique as well as in Guadeloupe.

Canadian-made canvas rubber-soled shoes find favour and a ready sale. One or two brands are already on the market, but there is room for further expansion in this line.

The Canadian National Steamships offer a direct service from Halifax and Montreal, while the Royal Bank of Canada maintains a branch in Fort de France.

Exporters and manufacturers interested in this market are advised to communicate with the Department of Trade and Commerce, Ottawa, which has on file a list of the chief importers of foodstuffs favourably reported upon by the banks.

FOREST INDUSTRIES OF THE PUNJAB

Reference is made in the report of the Forest Administration in the Punjab for the year ended March 31, 1927, to the match and paper industries, and also to the production of railway sleepers. There is a match factory at Shahdara which uses kail and poplar logs, but the present demand for kail for general purposes seems likely to put it out of the economic range of match production. However, gradual development of communications with the inner valleys of the Himalaya—already begun in the Kangra district—will place larger yield of kail on the market, and also render suitable spruce and silver fir wood available for the manufacture of match splints.

A mill has been established for the production of paper, and concessions have been granted to a company for the use of bhabbar grass growing in the Kalesar reserved forest in the Ambala Division of the Punjab. The company has also been permitted to remove grasses of other species up to a certain specified limit for experimental purposes. The operations of this new paper mill will be watched with interest.

It is hoped that the efforts of the North-Western Railway for the creosoting of spruce and fir sleepers will be successful, and thereby result in the utilization of the large yields of the spruce and fir forests of the Punjab. The railway has agreed to take 25,000 of these sleepers annually from the Forest Department, in addition to large quantities of deodar and chir sleepers. It is unfortunate that the spruce and fir trees growing in the forests of the Himalaya have been found to contain knots which render them unfit for use by the Royal Air Force, but it is hoped that sufficient selected spruce and fir timber will still be forthcoming to meet requirements.

WHAT THE CANADIAN EXPORTER CAN DO FOR THE TRADE COMMISSIONER

The meagre information frequently furnished by Canadian exporters places a serious handicap on the Trade Commissioner in his efforts to market their products. A general statement of the facts about the exporter, his bank references, whether he is already engaged in foreign trade and for what period and to what extent—these are some of the essentials that should be given in the first letter to the Trade Commissioner. He also wants general data about the commodity which the exporter wishes to sell in that particular market, noting any special advantages pertaining to the line offered, particularly as compared with well-known articles of the same type from other countries. He wants to know exactly what the manufacturer is himself willing to do to place his goods in the new field: the basis on which sales would be made to the importer or on which goods could be offered for sale by a recognized agent, and the commission that would be paid the latter; what would be required of an importing house or agent in order to obtain the agency for the line; whether the manufacturer would send consignment stock or samples and in what quantity; whether he is prepared to advertise or to co-operate in advertising and to what extent; the facilities possessed by the manufacturer for export shipment, and the kind of supervision that is exercised by him over the packing of goods destined for a distant market.

PRICES

Prices should never be quoted from an interior manufacturing point in Canada. Where quotations c.i.f. port of destination are not practicable, they should be given f.o.b. steamer, but it is strongly recommended that prices should

be quoted c.i.f. This is a most important point, as the foreign buyer has no definite knowledge of the charges likely to be incurred if quotations are f.o.b. cars at port of shipment and freight rates from some interior point in Canada to the seaboard are unobtainable in foreign countries. He has no means of knowing insurance rates, or the elements that enter into the fixing of the premiums. As a rule he is unable to obtain a quotation of an outward freight rate at an inward port, as the general practice of steamship companies is to refer a request for a freight rate from (say) Montreal to Auckland to the agent in the former city, although an approximate rate may be quoted. The foreign buyer is at a distinct disadvantage unless prices are quoted c.i.f.

DISCOUNTS

Discounts should be printed, or typewritten, preferably on a folder or slip accompanying the catalogue. In submitting an illustrated descriptive catalogue to prospective customers the importer should not be placed in the position of having to disclose the exact terms on which the goods are offered to him.

GROSS AND NET WEIGHT

A knowledge of the gross and net weights per unit quoted is essential. Without these the prospective purchaser is unable to estimate laid down costs.

SUMMARY OF POINTS TO BE NOTED

The fullest possible information in regard to the commodity and complete details on the following points would greatly aid the Trade Commissioners in the intelligent handling of inquiries addressed to them as to the introduction and subsequent marketing of Canadian goods on behalf of exporters:—

1. Cable address, code used, and special code words not in the regular code books.
2. (a) The basis on which prices are quoted, whether c.i.f. main foreign ports; f.a.s. Canadian ports; or f.o.b. vessel.
(b) Are prices in Canadian or American funds?
(c) If prices are c.i.f. and transshipment has to be made, are such items as consular charges and disbursements at port of transshipment and/or unloading, for account of buyer?
3. Are quotations firm, or subject to change without notice due to fluctuations in costs of raw material?
4. On what quantity basis are quotations made? Can prices be reduced on quantity orders, and if so how much?
5. Are orders subject to acceptance by exporter?
6. What brand do lines bear, and are these to be sold under this brand in foreign markets?
7. What is the nature of packing? Heavy wooden crates, boxes, new bags or burlap?
8. Are lines stocked and available for immediate shipment? If not, how long after receipt of order will goods go forward?
9. What are your terms? Is there a special discount for cash?
10. What is the gross and net weight in pounds? Measurement in cubic feet?

With the foregoing information on hand, supplemented by recent catalogues and descriptive literature, and, if not too bulky, samples—not necessarily a full range—Trade Commissioners are put in a position to give at short notice the best service to Canadian exporters and can either place them in communication with reliable importers or recommend suitable agents.

ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

GENERAL

4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations

applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

FINANCIAL ARRANGEMENTS

5 Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advise on registration.

BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and British manufacturers desirous of representation in Canada are invited to communicate with the under-mentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 18 Commerce Building, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

HINTS ON PACKING

The problem of packing is of great importance, particularly for oversea trade, writes a correspondent of the London *Times Trade Supplement*. The soundest methods are essential, for the consignor is quite unaware how his goods will be handled en route. Crane, conveyor, elevator, or shoot, each places a different kind of strain on the box or crate. On a surface shoot, particularly, goods are subject to risk of damage.

While it is a matter of common knowledge that freight rates are based on cubic feet occupied it is also well to remember that the cube-shaped package is the most convenient for handling and receives less damage. Long, flat, or narrow packages are liable to transverse stresses when other goods are piled on them. With single heavy goods, moreover, slings and cables exert great pressure on the sides of crates, and rollers and blocks used to bring them into position cause unevenly distributed stresses on sides or base.

The more packers adopt standardized and scientific methods the more likely, in the long run, will become reductions in the costs of port handling, which are now estimated at an average of from 5s. to 8s. per ton, and in freight charges. The variety in size, outline, and dimensions of packages prevents the fullest possible use of elevators and conveyors. Very few containers are sufficiently strong to stand rough handling, and a day spent at the docks will bring

to light a special repair staff engaged in patching up crates. The fragility of packing, therefore, imposes a restriction on the size of the separate loads which can be taken out of the ship's hold. All this means prolonging the period during which the ship is held up in dock, and as the time she spends there is unprofitable to the owner he is obliged, in order to earn interest on his capital, to place the charge on the freight rate.

SCIENTIFIC USE OF SHIP'S SPACE

As already mentioned, this freight rate is based on cubic measurement, and any irrational use of the space available has an obvious effect on the rate. Taking the whole available cargo space of an average vessel, the total capacity for cargo in bales is 75 per cent of that available for cargo in liquid or grain form. The tanker is the most obvious example of the most scientific use of ship's space, and the use of such vessels has reduced the transport cost per gallon of oil by $1\frac{1}{4}$ d., while it has permitted the discharge in six hours of a cargo which in containers would and did require four days.

One of the most prevalent misconceptions as to packing is that a sufficiency of timber will do everything, and the waste of wood in the provision of complete crates when a properly constructed skeleton framework would suffice must be enormous.

It was primarily with the purpose of conserving timber that the Forest Products Laboratory of the United States Department of Agriculture commenced investigation to packing problems. A properly designed packing box, it is stated, is one which has enough strength in each part for the purpose for which it is intended, and no greater strength in any one part than is needed to balance the average strength in the other parts.

Observation of damaged packing is not suitable as a means of obtaining definite information as to what is wrong. The only proper method of tackling the problem is by experiment. A number of interesting and valuable tests are in use in the laboratory. Measured pressure is applied along edges and corners which gives absolute knowledge of the capacity for withstanding external pressure. A revolving drum so constructed internally as to cause a packed box to follow a regular sequence of drops on various positions gives invaluable information as to the safety margin for the various transport risks.

IMPORTANCE OF NAILING

The laboratory has paid careful attention to nailing, and has shown that the weakness of a box may be due to an insufficient number of nails, too short nails, or nails driven into cracks. The nails may not suit the wood, which may be so thin that the slightest shock pulls the nails from their hold. Tests have shown that the greater number of failures in the ordinary class of box are due to nailing weaknesses, and frequently it has been found that thinner wood but more nails will provide a better cover.

The problem of external strain has its fellow-problem of the strain of the contents on the box, and the way to face this problem is to study the commodity first and then construct a container. To provide the armour of a gaint to protect some comparatively insignificant body within is both unscientific and wasteful and an addition to transport costs. The solution is to be found in supporting the contents so as to bring their strain on the crate to those parts best able or so constructed as to withstand them.

Altogether packing provides every opportunity for scientific method. A variety of questions constantly arises. It is worth considering whether small boxes for transport could not be advantageously grouped into larger receptacles. Again in many instances fibre containers would be as suitable as and cheaper than wooden boxes; steel wire strapping over thinner wood might be as effective as and more economical than a thicker wood without such support.

SUMMARY OF THE TRADE OF CANADA: MONTH, TWO MONTHS, AND TWELVE MONTHS ENDING MAY, 1928

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of May, 1928				Two Months ending May, 1928				Twelve Months ending May, 1928			
	Total Imports	From United Kingdom	From United States	Total Exports	Total Imports	From United Kingdom	From United States	Total Exports	Total Imports	From United Kingdom	From United States	Total Exports
<i>Imports for Consumption</i>												
Agricultural and vegetable products.....	21,215,730	3,591,433	9,641,068	35,994,083	7,335,924	16,692,514	241,560,157	52,967,750	103,036,742			
Animals and animal products.....	6,375,310	611,142	3,929,693	10,925,474	7,947,345	6,531,651	67,893,942	5,966,203	70,249,556			
Fibres, textiles and textile products.....	15,388,626	5,809,297	5,706,736	27,796,745	10,322,123	10,706,180	188,461,142	72,257,470	190,495,638			
Wood, wood products and paper.....	5,004,951	412,065	4,122,205	8,750,581	6,773,969	7,451,981	52,871,125	4,450,991	57,322,116			
Iron and its products.....	35,397,182	1,815,407	32,392,839	60,190,596	2,657,621	55,965,269	270,481,978	17,391,384	287,873,362			
Non-ferrous metals and their products.....	5,665,732	671,144	4,469,454	10,017,969	1,065,443	8,115,769	61,428,856	5,839,248	87,268,104			
Non-metallic minerals and their products.....	14,461,355	1,398,857	11,269,721	21,634,904	1,825,499	17,569,639	133,976,607	13,996,633	147,973,240			
Chemicals and allied products.....	4,363,900	521,571	3,156,427	6,916,444	1,356,192	5,085,503	34,925,310	4,557,158	39,482,468			
Miscellaneous commodities.....	5,739,449	943,861	4,005,522	9,815,912	1,666,297	6,966,739	60,816,990	10,341,591	71,158,581			
Total Imports, 1928	113,582,238	15,774,767	78,693,665	192,072,708	27,356,513	135,084,760	1,132,319,107	187,768,428	738,749,775			
Total Imports, 1927	94,412,439	13,989,272	64,142,755	168,710,067	25,476,666	115,778,498	1,045,749,066	166,281,172	698,008,275			
Total Imports, 1926	86,082,253	12,272,467	59,028,073	153,853,506	23,134,559	101,792,744	946,183,055	162,528,911	624,063,446			
<i>Exports (Canadian produce)</i>												
Agricultural and vegetable products.....	62,702,549	39,553,185	6,465,039	83,895,267	48,831,068	8,910,033	542,661,133	293,179,307	56,501,026			
Animals and animal products.....	10,512,266	3,080,832	6,144,275	17,125,887	4,572,885	10,410,515	166,063,816	48,979,434	92,229,514			
Fibres, textiles and textile products.....	451,267	67,870	20,786	749,659	2,016,748	35,794,080	10,232,201	1,751,372	4,746,341			
Wood, wood products and paper.....	24,311,997	1,244,566	20,525,933	41,869,030	8,676,738	1,791,918	286,270,821	17,534,840	239,437,583			
Iron and its products.....	5,827,834	661,814	4,539,405	10,039,030	1,279,388	7,796,693	61,483,649	8,005,013	8,705,266			
Non-ferrous metals and their products.....	8,828,722	1,604,662	4,539,368	14,716,351	2,418,838	12,297,513	93,629,684	15,367,625	46,430,189			
Non-metallic minerals and their products.....	2,156,315	246,986	1,323,577	3,415,280	2,987,275	2,255,101	25,805,847	1,913,929	16,058,916			
Chemicals and allied products.....	1,475,311	363,689	704,869	2,524,663	646,563	1,278,895	17,601,994	4,419,327	8,311,152			
Miscellaneous commodities.....	1,755,063	395,233	1,123,036	2,669,539	640,017	1,568,239	15,331,545	2,757,700	9,041,880			
Totals, 1928	118,021,324	47,618,837	42,011,258	176,996,639	60,779,602	70,131,922	1,219,083,690	393,908,377	481,462,167			
Totals, 1927	108,782,591	44,738,477	37,507,258	186,120,555	77,571,230	66,675,869	1,286,771,370	473,020,668	471,083,151			
Totals, 1926	91,339,823	37,422,212	34,037,362	151,506,691	51,424,013	62,035,507	1,310,596,358	505,090,178	470,384,915			
<i>Exports (Foreign produce)</i>												
Totals, 1928	2,132,849	204,471	1,714,481	3,612,957	243,579	3,094,817	22,279,809	1,148,906	19,613,111			
Totals, 1927	2,515,396	1,000,300	1,206,867	3,581,839	1,466,541	2,122,579	16,507,819	2,140,446	12,858,454			
Totals, 1926	1,741,447	141,644	1,507,985	2,489,656	168,331	2,176,566	13,916,965	1,040,824	11,523,613			
<i>Excess of Imports (i) or All Exports (e)</i>												
1928.....	(e) 6,571,935	(e) 32,018,541	(i) 34,967,896	(i) 11,463,112	(e) 33,666,668	(i) 61,858,021	(e) 109,014,392	(e) 207,888,945	(i) 237,674,497			
1927.....	(e) 46,885,548	(e) 31,839,505	(i) 25,428,630	(e) 20,962,337	(e) 53,263,108	(i) 46,580,671	(e) 257,550,123	(e) 308,888,242	(i) 214,086,670			
1926.....	(e) 7,029,017	(e) 26,291,389	(i) 23,482,726	(e) 112,811	(e) 28,452,785	(i) 40,580,671	(e) 378,330,208	(e) 343,628,088	(i) 142,182,918			

FOREIGN EXCHANGE QUOTATIONS: WEEK ENDING JUNE 25

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 25, 1928. Those for the week ending June 18, 1928, are given for the sake of comparison.

Country	Monetary Unit	Parity	Week Ending	Week Ending
			June 18, 1928	June 25, 1928
Austria.	Schilling	.1407	\$.1412	\$.1412
Belgium.	Belga	.1390	.1400	.1400
Bulgaria.	Lev	.1930	.0072	.0072
Czecho-Slovakia.	Krone	.....	.0296	.0297
Denmark.	Krone	.2680	.2689	.2686
Finland.	Markka	.0252	.0252	.0252
France.	Franc	.1930	.0394	.0393
Germany.	Reichsmark	.2382	.2395	.2395
Great Britain.	£	4.86½	4.8934	4.8908
Greece.	Drachma	.1930	.0130	.0130
Holland.	Florin	.4020	.4043	.4040
Hungary.	Pengo	.1749	.1754	.1754
Italy.	Lira	.0526	.0527	.0527
Jugo-Slavia.	Dinar	.1930	.0176	.0176
Norway.	Krone	.2680	.2686	.2684
Portugal.	Escudo	1.0805	.0460	.0456
Roumania.	Leu	.1930	.0062	.0062
Spain.	Peseta	.1930	.1656	.1660
Sweden.	Krona	.2680	.2691	.2689
Switzerland.	Franc	.1930	.1932	.1933
United States.	\$	1.0000	1.0021	1.0023
Argentine Rep.. . . .	Peso (Paper)	.4244	.4280	.4273
Brazil.	Milreis	.5462	.1204	.1202
Chile.	Peso	.1217	.1227	.1222
Colombia.	Peso	.9733	.9898	.9898
Mexico. . . . .	\$	.4985	.4785	.4760
Peru.	Libra	4.8665	4.0093	4.0093
Venezuela.	Bolivar	.1930	.1932	.1934
Uruguay.	Peso	1.0342	1.0236	1.0248
Cuba.	Peso	1.6000	1.0006	1.0006
Batavia, Java.	Guilder	.4020	.4039	.4039
China.	Tael	.....	.6600	.6650
India.	Ruppee	.3650	.3675	.3650
Japan.	Yen	.4985	.4680	.4663
Siam.	Tical	.3709	.4585	.4585
Singapore, Str. Settlements. . . . .	\$	.5678	.5663	.5663
Martinique.	Franc	.1930	.0393	.0393
Guadeloupe.	Franc	.1930	.0393	.0393
Jamaica.	£	4.86½	4.8800	4.87½
Barbados.	\$	} 1.0000	1.01½—1.02½	1.00 —1.02
British Guiana.	\$			
Trinidad.	\$			
Other British West Indies.	\$			
		1.0000	1.00 —1.02½	1.00½—1.02½

TRADE INQUIRIES FOR CANADIAN PRODUCTS

Since the publication of the last *Commercial Intelligence Journal* there have been received the following inquiries for Canadian products. The names of the firms making these inquiries, with their addresses, can be obtained only by those specially interested in the respective commodities upon application to: "THE COMMERCIAL INTELLIGENCE BRANCH OF THE DEPARTMENT OF TRADE AND COMMERCE, OTTAWA," OR THE BOARDS OF TRADE AT ST JOHN, HALIFAX, QUEBEC, SHERBROOKE, MONTREAL, TORONTO, WOODSTOCK, ST. MARY'S (ONT.), PORTAGE LA PRAIRIE, ST. BONIFACE (MAN.), WINNIPEG, VANCOUVER, NEW WESTMINSTER, AND PRINCE RUPERT; THE CHAMBERS OF COMMERCE AT BELLEVILLE, PETERBOROUGH, HAMILTON, ST. CATHARINES, STRATFORD, GUELPH, BRANTFORD, LONDON, ST. THOMAS, SARNIA, AND VICTORIA (B.C.); THE CHAMBRE DE COMMERCE, DISTRICT OF MONTREAL; BORDER CHAMBER OF COMMERCE, WINDSOR; THE CANADIAN MANUFACTURERS' ASSOCIATION OFFICES AT TORONTO, MONTREAL, WINNIPEG, EDMONTON, VANCOUVER, AND VICTORIA; AND THE KITCHENER AND WATERLOO MANUFACTURERS' ASSOCIATION, KITCHENER (ONT.).

Foodstuffs

524. A Bristol broker is desirous of representing any Canadian firm exporting foodstuffs to the West of England; this to replace the Canadian butter trade which has fallen off.

525. PROVISIONS.—A firm of importers and exporters in Copenhagen would like to get in touch with Canadian exporters of all kinds of provisions saleable in the Scandinavian countries.

526. SUGAR.—A firm of importers and agents in Copenhagen are desirous of obtaining the representation of Canadian exporters of sugar.

527. HONEY.—A firm of importers and agents in Copenhagen would like to get in touch with Canadian exporters of honey.

528. DRIED FRUITS.—A firm of importers and agents in Copenhagen are desirous of obtaining the representation of Canadian exporters of dried fruits.

529. CANNED FRUITS.—A firm of importers and agents in Copenhagen are desirous of obtaining the representation of Canadian exporters of canned fruits.

530. CANNED FRUITS.—An Edinburgh firm of wholesale merchants are open to buy Canadian canned fruits, evaporated apricots, and other goods of the same nature.

531. PACKERS' PRODUCTS.—A merchant and commission agent in Gibraltar is desirous of securing the representation of a Canadian packer of bacon and hams; beef and beef products; lard; compound lard; canned, cooked, dressed, smoked and jellied meats; pork products; etc.

532. POULTRY.—A Liverpool importer is open to purchase from Canadian shippers of poultry in a position to quote direct. Prices desired per pound c.i.f. Liverpool.

533. DRIED AND SALTED FISH.—A firm in Bari, Italy, wish to communicate direct with Canadian exporters of dried and salted fish.

534. FISH.—A firm in Genoa acting as representatives are desirous of getting in touch with Canadian exporters of salmon, codfish, stockfish, tunnyfish, sardines, anchovies, and all other salted and canned fish.

535. SALMON.—A firm of merchants in Copenhagen would like to get in touch with exporters of canned salmon, particularly mild-cured salmon.

536. CANNED SALMON.—Swiss importer desires offers of red, pink, and medium red salmon from packer who can ship in $\frac{1}{2}$ - and 1-pound tins.

537. CANNED SALMON.—A Cardiff firm desire quotations on highest grade Canadian sockeye salmon and also on pinks which are not of Fraser River origin. Quotations to be c.i.f. United Kingdom port in sterling.

538. CANNED GOODS.—A firm of merchants in Copenhagen would like to get in touch with Canadian exporters of canned goods.

539. ROLLED OATS.—A firm of buyers and agents in Copenhagen would like to get a connection with a large rolled oat mill in Canada.

540. WHEAT.—An importing and distributing company in Lisbon, Portugal, who possess several United Kingdom agencies, are desirous of securing the representation, on commission, of a Canadian shipper of wheat, chiefly for the purpose of supplying the Portuguese Government.

541. GRAIN.—A firm of agents in Copenhagen are desirous of getting a connection with Canadian exporters of grain.

Miscellaneous

542. TOYS; SKATES.—An Italian firm are willing to open up business connections with Canadian manufacturers of toys and skates.

543. PATENT LEATHER.—A firm in Milan are interested in the importation of patent leather for footwear manufacture.

544. LEATHER.—A firm of wholesalers in Copenhagen, buying on own account as well as handling agencies for foreign firms, would like to get in touch with Canadian tanneries producing upper leather and sole leather for boots and shoes.

545. NEWSPRINT.—Importer in Chile wishes to obtain the agency of a Canadian exporter of newsprint.

546. NEWSPRINT PAPER.—An agent in the paper trade in Dublin wishes to represent Canadian newsprint manufacturer.

547. PAPER.—An agency firm in Hamburg, Germany, representing foreign and German paper factories, would like to get in touch with Canadian manufacturers of newsprint and wrapping papers who would be interested in appointing an agent in Hamburg for the export trade to overseas countries through that port.

548. PAPER AND WOOD-PULP.—Italian firm dealing as representatives are desirous of importing paper of all kinds, and wood-pulp; also cellulose for the manufacture of artificial silk.

549. FOREST PRODUCTS.—An agent in Berlin would like to secure the representation for Canadian pulp, kraft paper, newsprint, and other products.

550. HARDWOOD GRIPS.—A Bristol firm manufacturing twisted wire brushes desire to hear from Canadian manufacturers of hardwood grips who can supply same with a rubberoid or enamelled finish.

551. PASTRY BOARDS.—A Liverpool importer desires c.i.f. quotations from Canadian exporters of pastry boards.

552. PLYWOOD.—Argentine importer wishes to receive quotations from Canadian manufacturers of three-ply wood. (Specially interested in large sizes of the four classes of birch plywood.)

553. BEE-KEEPERS' SUPPLIES.—A West of England firm who are direct importers of bee-keepers' supplies would like to hear from Canadian sources of supply. Prices, preferably c.i.f. Avonmouth or Bristol, in sterling, together with details of offerings, are required.

554. HARDWARE.—A merchant and commission agent in Gibraltar is desirous of securing the representation of Canadian manufacturers of builders' hardware, furniture and cabinet-makers' hardware, and cylinder locks.

555. HARDWARE; TOOLS; HOUSEHOLD GOODS; AGRICULTURAL IMPLEMENTS.—A firm of agents in Copenhagen would like to get in touch with Canadian firms exporting hardware, tools, household goods, and agricultural implements with a view to acting as their agents in Denmark.

556. TOOLS; AGRICULTURAL IMPLEMENTS; HARDWARE.—A firm of importers in Copenhagen would like to get in touch with Canadian exporters of tools, agricultural implements, and household goods such as wringers, etc.

557. TUBES; METALS; HEATING AND SANITARY GOODS.—A firm of merchants in Copenhagen would be pleased to do business with Canadian firms in tubes, metals, heating and sanitary goods.

558. STEEL ROAD REINFORCEMENT.—A Bristol engineer desires to represent a Canadian manufacturer of steel road reinforcement.

PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

From Quebec

To SOUTHAMPTON.—Empress of Scotland, June 27; Empress of Australia, July 4; Montnairn, July 4; Empress of France, July 11; Empress of Scotland, July 20; Empress of Australia, July 25—all Canadian Pacific.

From Montreal

To ANTWERP.—Canadian Mariner, July 4; Canadian Conqueror, July 14; Canadian Inventor, July 24—all Canadian National; Montrose, June 28; Beaverbrae, July 20—all Canadian Pacific.

To AVONMOUTH.—Concordia, Anchor-Donaldson Line, July 21; Nessian, Dominion Line, July 7; Bolingbroke, Canadian Pacific, July 12.

To BELFAST, LONDONDERRY, CORK AND DUBLIN.—Torr Head, July 8; Lord Antrim, July 29—both Head Line.

To CARDIFF AND SWANSEA.—Canadian Rancher, July 13; Canadian Trapper, July 27—both Canadian National.

To DUNDEE.—Cairntorr, Thomson Line, July 20.

To GLASGOW.—Carmia, July 6; Athenia, July 13; Coraccro, July 20; Letitia, July 27—all Anchor-Donaldson; Bolingbroke, July 12; Minnedosa, July 12; Melita, July 26—all Canadian Pacific.

To HULL.—Rexmore, Furness Line, July 21.

To LIVERPOOL.—Laurentic, July 7; Doric, July 14; Nessian, July 21; Regina, July 28—all White Star Line; Montcalm, July 6; Duchess of Bedford, July 13; Montclare, July 20; Duchess of Atholl, July 27—all Canadian Pacific; Andania, July 6; Antonia, July 20—both Cunard Line.

To LONDON.—Canadian Mariner, July 4; Canadian Conqueror, July 14; Canadian Inventor, July 24—all Canadian National; Albertic, July 11; Megantic, July 27—both White Star Line; Beaverburn, July 6; Beaverville, July 13; Beaverbrae, July 20; Beaverhill, July 27—all Canadian Pacific; Ascania, July 7; Alaunia, July 13; Ausonia, July 20; Auranis, July 27—all Cunard Line; Rexmore, Furness Line, July 21.

To MANCHESTER.—Manchester Producer, July 5; Manchester Commerce, July 12; Manchester Citizen, July 19; Manchester Regiment, July 26—all Manchester Liners.

To NEWCASTLE AND LEITH.—Cairnmona, July 6; Cairnvalona, July 13; Cairntorr, July 20; Cairnglen, July 27—all Thomson Line.

To SOUTHAMPTON.—Albertic, July 11; Megantic, July 26—both White Star Line; Metagama, Canadian Pacific, July 18.

To BORDEAUX AND HAVRE.—Tananger, County Line, July 13.

To BREMEN.—Cairngowan, Thomson Line, July 14; Giessen, North German Lloyd, July 7.

To COPENHAGEN AND BALTIC PORTS.—Pennsylvania, July 8; Frode, July 20; a steamer, July 26—all Scandinavian-American Line.

To HAMBURG.—Beaverville, July 13; Beaverhill, July 27—both Canadian Pacific; Queens County, July 5; Hagen, July 12; Hada County, July 19; Bochum, July 26—all County Line; Giessen, North German Lloyd, July 7.

To ITALIAN PORTS.—Valcerusa, July 10; Valperga, July 25—both Lloyd Mediterraneo Italian Service.

To ROTTERDAM.—Augvald, July 9; Bjornstjerne Bjornson, July 20—both County Line.
To NORWEGIAN PORTS.—Idefjord, July 5; Folenfjord, July 25—both Norwegian-American Line.

To AUSTRALIAN PORTS.—Canadian Commander, Canadian National, July 21.

To NEW ZEALAND PORTS.—Canadian Transporter, Canadian National, July 25; Pareora, New Zealand SS., July 10.

To SOUTH AFRICAN PORTS.—Fantee, Elder Dempster Line, July 5.

To WEST AND SOUTH AFRICAN PORTS.—Benguela, Elder Dempster Line, July 25.

To SOUTH AMERICAN PORTS.—Canadian Planter, Canadian National, July 7; Murjek, Canadian-South American Line, July 25.

To PUERTO COLOMBIA AND CARTAGENA.—A steamer, Munson SS., end July or beginning August.

To ST. KITTS, ANTIGUA, GUADELOUPE, BARBADOS, MARTINIQUE, TRINIDAD AND DEMERARA.—Canadian Runner, July 5; Canadian Squatter, July 19—both Canadian National.

To BERMUDA, BAHAMAS, JAMAICA AND BRITISH HONDURAS.—Canadian Forester, Canadian National, July 4.

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Hedruhn, Ocean Dominion, July 27.

To ST. JOHN'S, NFLD. (via CHARLOTTETOWN).—Canadian Sapper, Canadian National, July 20; Rosiland, Canada SS., July 7, July 21.

To CORNERBROOK.—Nayarit, July 16; New Northland, July 11, July 25—both Clarke SS.

From St. John

To BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Volunteer, July 14; Canadian Skirmisher, July 28—both Canadian National.

To ST. PIERRE, ST. JOHN'S BAY, ROBERTS, CARBONEAR, PORT UNION AND OTHER EAST COAST NEWFOUNDLAND PORTS.—Lakefield, Newfoundland-Canada Traders, July 17.

From Halifax

To BORDEAUX.—Roussillon, French Line, July 16.

To LIVERPOOL.—Newfoundland, July 14; Nova Scotia, Aug. 1—both Furness, Withy.

To ST. JOHN'S, NFLD.—Newfoundland, July 14; Nova Scotia, Aug. 1—both Furness, Withy; Nerissa, July 10, July 24; Silvia, July 17, July 31—both Red Cross; Farnorth, Farquhar SS., July 13, July 27.

To ST. PIERRE, ST. JOHN'S BAY, ROBERTS, CARBONEAR, PORT UNION AND OTHER EAST COAST NEWFOUNDLAND PORTS.—Lakefield, Newfoundland-Canada Traders, July 19.

To ST. PIERRE.—Farnorth, Farquhar SS., July 13, July 27.

To BERMUDA, ST. KITTS, NEVIS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD AND DEMERARA.—Canadian Pathfinder, July 13; Canadian Volunteer, July 27—both Canadian National.

To SANTIAGO (CUBA) AND KINGSTON (JAMAICA).—Caledonia, July 11; Andalusia, July 25—both Pickford & Black.

From Vancouver

To YOKOHAMA, KOBE, NAGASAKI, SHANGHAI, HONG KONG AND MANILA.—Empress of Canada, July 12; Empress of Russia, Aug. 2—both Canadian Pacific.

To YOKOHAMA, KOBE, DAIREN AND SHANGHAI.—Paris Maru, July 23; Arabia Maru, July 29—both Osaka Shosen Kaisha.

To YOKOHAMA, KOBE, MIKE AND HONG KONG.—Teucer, Blue Funnel, July 17.

To HONOLULU, SUVA, AUCKLAND AND SYDNEY.—Niagara, Canadian-Australasian Service, July 25.

To AUCKLAND, WELLINGTON, LYTTELTON AND DUNEDIN.—West Conob, American-Australia-Orient Line, July 14.

To MARSEILLES, BARCELONA, GENOA, LEGHORN, NAPLES, VENICE AND TRIESTE.—Leme, Navigazione Libera Triestina, July 15.

To HAVRE, ANTWERP AND BORDEAUX.—Arizona, July 10; Indiana, July 24—both Cie. Gle. Transatlantique.

To HAMBURG, ANTWERP AND BREMEN.—Sachsen, July 14; Seattle, July 26—both Hamburg-American Line.

To LIVERPOOL, LONDON AND ROTTERDAM.—Loch Katrine, Royal Mail Steam Packet, July 28.

To LONDON, HAMBURG, ROTTERDAM AND ANTWERP.—Eemdyk, Royal Mail Steam Packet, July 23.

To LIVERPOOL, SOUTHAMPTON, LONDON AND ROTTERDAM.—Dinteldyk, Royal Mail Steam Packet, July 12.

To MANCHESTER.—Pacific Reliance, Furness (Pacific) Ltd., July 8.

To PORT OF SPAIN (TRINIDAD), BRIDGETOWN (BARBADOS), AND FORT DE FRANCE (MARTINIQUE).—Uranienborg, Vancouver-West Indies Line, July 30.

To PUERTO COLOMBIA AND CURACAO.—Point Judith, Gulf Pacific Line, July 15.

LISTS OF ACTS ADMINISTERED AND PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE

Applications for these Acts of Parliament and other publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution".

Copper Bars and Rods Bounty Act.

Electricity and Fluid Exportation Act. Electricity Inspection Act.

Electric Units Act. Gas Inspection Act. Gold and Silver Marking Act.

Grain Act. Hemp Bounty Act. Inland Water Freight Rates Act.

Statistics Act. Weights and Measures Inspection Act.

MISCELLANEOUS

Annual Report of the Department of Trade and Commerce. (Price 10 cents.)

Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)

Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)

Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)

Canada West Indies Conference (1920). (Price 25 cents.)

Canada-West Indies Conference Report, (1925). (Price \$1.)

Dominion Grain Research Laboratory (1920). (Price 10 cents.)

Electrical Standards and their application to Trade and Commerce.

Final Report of the Fuel Controller (1920).

List of Licensed Elevators, etc. (Price 50 cents.)

Motion Pictures, Catalogue of. (Price 10 cents.)

Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (In English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada \$3.50; single copies, 10 cents.

Chinese Markets for Canadian Products (1919). (Price 25 cents.)

Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)

Denmark as a Market for Canadian Products (1926). (Price 25 cents.)

German War and its Relation to Canadian Trade (1914). (Price 25 cents.)

Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)

Lumber Market of Japan (1926). (Price 25 cents.)

Markets of British Malaya (1923). (Price 25 cents.)

Markets of Jamaica and the Republic of Colombia, Venezuela and Panama (1922). (Price 25 cents.)

Peru as a Market for Canadian Products (1926). (Price 25 cents.)

Report of Special Trade Commission to Great Britain, France and Italy. (French and English) 1916). (Price 25 cents.)

Representation in British and Foreign Markets (1923). (Price 25 cents.)

Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)

Russian Trade (1916). (Price 25 cents.)

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Trade of the African Sub-Continent (1928). (Price 25 cents.)

Timber Import Trade of Australia (1917). (Price 25 cents.)

Trade between Canada and the British West India Colonies (1920). (Price 25 cents.)

Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)

Trading Opportunities in Scandinavia (1922). (Price 25 cents.)

Trading with Egypt (1921). (Price 25 cents.)

Trading with Greece (1921). (Price 25 cents.)

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Trading with Spain (1920). (Price 25 cents.)

Toy Making in Canada (1916). (Price 25 cents.)

West Africa and Its Opportunities for Canadian Trade (1921). (Price 25 cents.)

PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Census of Prairie Provinces (1916).

Miscellaneous Statistics respecting the following: Criminal; Education; Finance (Provincial and Municipal); Transportation, including railways and tramways, express, telegraphs, telephones water, etc.; Production, including agriculture, furs, fisheries, forestry, mining and manufactures: Vital (annual and monthly).

Monthly Bulletin of Agricultural Statistics

Sixty Years of Canadian Progress (1927). (Price 10 cents.)

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade of Canada (Imports and Exports), Annual and Monthly.

Trade (Internal), including grain, live stock, coal prices, etc.

COMMERCIAL INTELLIGENCE SERVICE

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D. H. Ross. Address for letters—Box 196C. G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable Address, Canadian.*

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James Cormack. Address for letters—Apartado 1945. Office Address: Calle Obrapia 35, Havana, Cuba. (Territory includes Venezuela, Colombia, San Domingo and Porto Rico.) *Cable Address, Canadian.*

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NOTE.—Bentley's Complete Phrase Code is used by Canadian Trade Commissioners.

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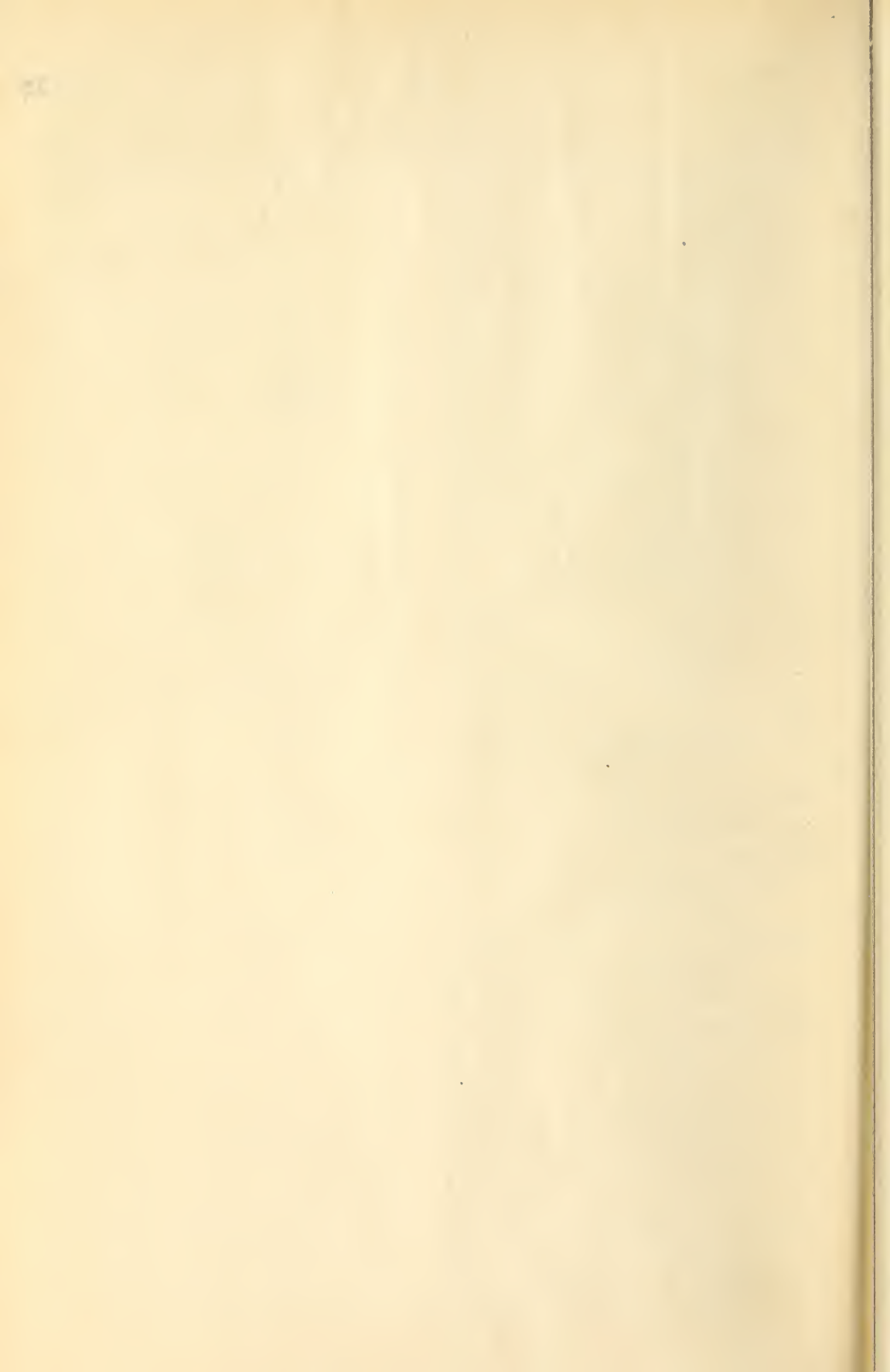
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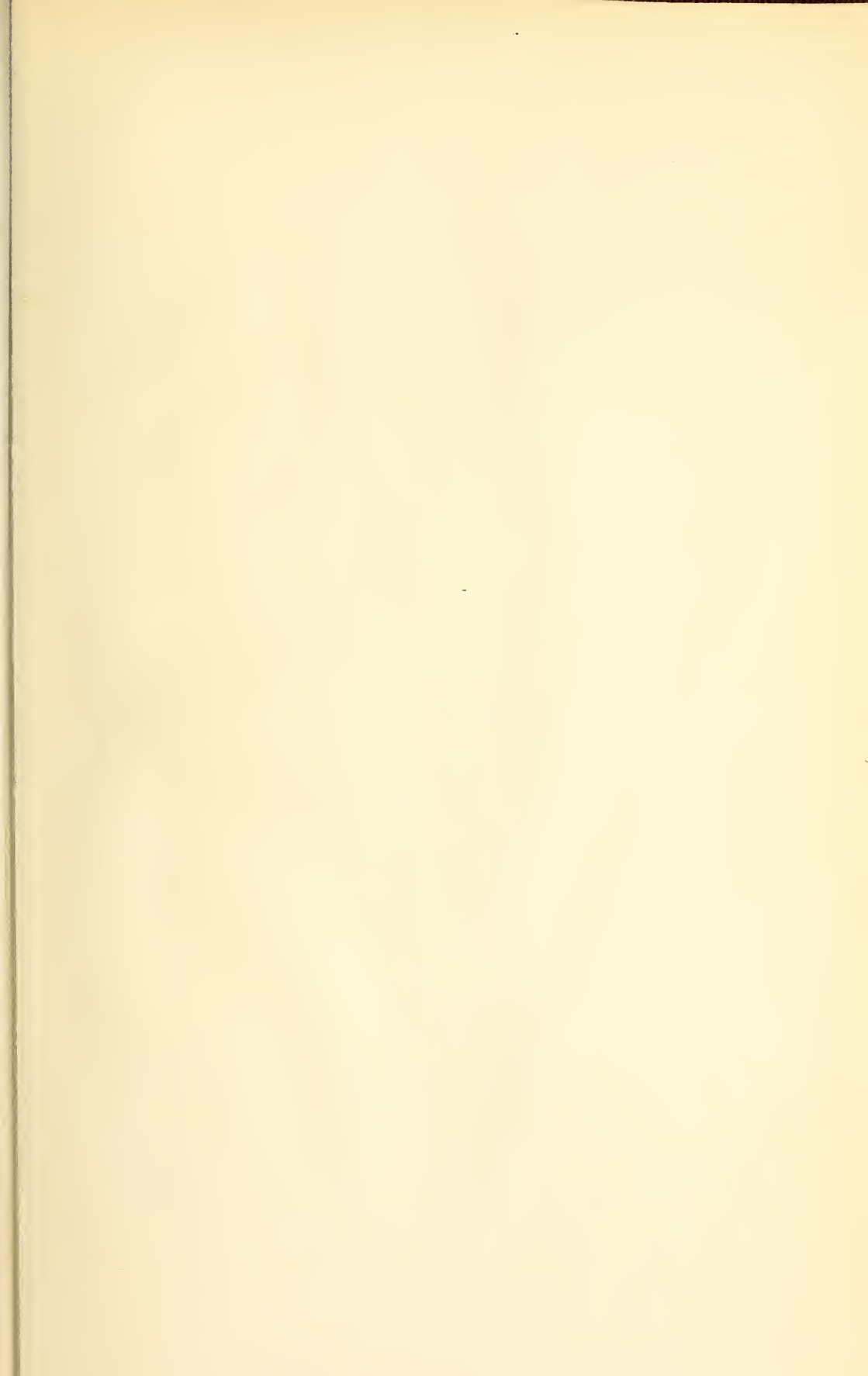
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